

## JOB DESCRIPTION

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|----------------------|---|
| <b>JOB TITLE:</b>    | <b>B2B Sales Executive</b>  |
| <b>DEPARTMENT:</b>   | <b>Evolve Telecom Ltd</b>   |
| <b>REPORTING TO:</b> | <b>Head of Direct Sales</b>   |
| <b>LOCATION:</b>     | <b>Southend on Sea - Essex</b>  |
| <b>SALARY:</b>       | <b>Competitive basic salary plus bonuses and uncapped commission. OTE unlimited but circa £30,000-£40,000</b> |

### **Purpose of Role:**

The role of New Business B2B Sales Executive is to generate new B2B business clients, mainly from the SME sector. Delivering new voice and data connections along with mobile contracts via a highly pro-active approach, you will manage the sales cycle, establishing leads and contacts via a direct, telesales based approach.

### **Job Dimensions:**

Joining a newly formed SME B2B telesales team, focussed on building Evolve's client base through pro-active business development. Targeting client's with between 1-20 mobile users you will manage the full sales life-cycle, developing your own leads and prospects. For larger accounts you will work closely with experienced field sales executives and the internal account management teams.

### **Key Responsibilities:**

#### **Measures**

Meeting monthly targets based on gross profit and new voice, data and BlackBerry connections.

The successful applicants are likely to make a high volume of outbound telesales calls on a daily basis.

## **GENERAL DUTIES**

- a) In addition to the duties and responsibilities listed, the job-holder is required to perform other duties assigned by the Line Manager from time to time
- b) The job-holder is obliged to comply with Health and Safety procedures as outlined by Evolve Health and Safety Policy
- c) The terms in this job description are subject to review from time to time by the Line Manager and the Human Resources Department
- d) To work consistently to the highest standards possible
- e) To take responsibility for personal development, learning and performance levels
- f) To take responsibility for personal development, learning and performance levels. Including complying with company requests to attend all training when required.
- g) To treat all customers, both internal and external, with utmost professionalism

## **Values**

- Treat your work colleagues as you wish to be treated yourself
- Respect for everyone you work with and all the people who you come into contact with as part of the business especially our customers
- Loyalty to the company
- Commitment to aid the success of the company and yourself as a consequence
- A culture in where we create trust between all parties that allows people to flourish and explore their potential
- To view all of our customers as individuals, by gaining an understanding of their specific needs. Allowing us to always provide the best possible service and advice, and exceed each of our customer's expectations

PERSON SPECIFICATION

|   | <b><i>ESSENTIAL</i></b>  | <b><i>DESIRABLE</i></b>   |
|---|--|---|
| <b>Work Experience</b>                      | Proven B2B Sales track record<br>Outbound telesales experience   | Significant Mobile industry experience<br>Vodafone product knowledge with an understanding of SPICE   |
| <b>Work Attitudes</b>                       | Target driven and result oriented<br>Persistent but polite and ethical approach to business development<br>Competitive but able to work as part of a team  | Dynamic and entrepreneurial<br>Strong verbal & written communication skills   |
| <b>Competencies</b>                         | Resilience / Persistence<br>Influencing / Negotiating<br>Commercial Acumen<br>Self-Motivated   | Flexibility & Adaptability<br>Strong written & verbal communication skills<br>Managing expectations and working to deadlines  |
| <b>Disposition</b>                          | Ambitious and financially driven<br>Ability to multi-task and accurately prioritize<br>Reliable and trustworthy<br>Smart & professional  | Polite & Helpful at all times<br>Ability to take the lead and influence others to deliver against deadlines<br>Self-reliant, accepting responsibility   |
| <b>Circumstances / Culture</b>              | Based at Evolve Head Offices in Westcliffe on Sea, forming part of a brand new B2B telesales team.   | Vibrant sales floor atmosphere, down to earth and good fun with an established track record for achieving demanding targets through high levels of activity.  |
| <b>Development &amp; Career Progression</b> | At Evolve we believe strongly in giving our staff all the tools and expertise required to exceed their targets and maximise both business and individual earning potential.<br><br>You will receive full on the job training along with supplier training and at least 4 external training courses per year. | With continued success driving further expansion there are good opportunities for people to grow with the business, either into team lead / man-management positions or into field sales positions, selling a wider range of products & services. With two sister companies based out of the same offices there are additional internal opportunities for the right people. |