

Join Team GT



Glamorgan
Telecom
Voice & Data Specialists

Celebrating 25 years

We're Hiring:

Senior Field Sales Executive

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Company overview

Established in 1993, **Glamorgan Telecom** are one of the leading communication and connectivity provider in Wales and the South West.

With over 25 years' experience, we know what works. That's why our communication solutions are feature-rich, scalable and, most of all, based on robust, dependable technology to enhance business growth.

Our extensive product portfolio consists of:

- Telephony solutions; both hosted & on premise
- A full range of data and network connectivity
- Fixed line rental
- Mobile plans across all networks
- In-house billing platform
- Project management & installation
- Maintenance & training

As part of a planned growth programme, we are now looking to recruit additional field sales consultants to add to our successful team.

Job Specification



Following a short period of in-house training and familiarisation, the sales consultant will be responsible for a set geographical territory.



The consultant will be responsible for all new business and existing accounts within their defined territory and expected to develop both aspects.



Both new business and existing business appointments will be supported by an in-house telemarketing team, however we would always expect the consultant to be active in generating their own interest whilst on territory to supplement. Eg. canvassing, networking, referrals and calling sessions.



The main sales focus will be telephony solutions; however the entire portfolio will be within the consultant's armoury to aid the sale and provide a full range of services.



There is a generous, transparent and uncapped reward mechanism in place for each product and service.

Candidate requirements

This is not a training position, so the candidate will already have a quantifiable and successful track record within the independent B2B telecom field sales industry.

The role will cover our entire product portfolio, so a demonstrable understanding of the converged market and commercial opportunity presented within the SME sector is an absolute must.

This position requires experience, enthusiasm for sales and high levels of commercial awareness.

The order may be tall, but the available positions to represent Glamorgan Telecom's full portfolio demand high standards and will be rewarded accordingly.

Key attributes:

- Minimum 12 months successful field sales track record in B2B telecom re-seller market (hardware and services).
- Tenacious in their approach to winning business.
- Well presented & articulate.
- Excellent industry understanding (past, present and future).
- Good IT skills and attention to detail whilst using a CRM to manage prospects.