



Telecoms Business Consultant

Role:	Mobile and Cloud- Based Hosted VoIP Communications
Location:	Manchester
Salary:	£20-40K+ with Uncapped Commission Structure, Company Car and Benefits
Duration:	Permanent

Overview:

To detect and drive new Telecoms opportunities with a strong focus predominantly on Business Mobile Voice and Cloud-based Hosted VoIP, Into Northwest area.

Disposition/Personality

- Determined
- Enthusiastic
- Team Worker
- Reliable
- Sociable

Type of Person (Motivational Profile)

- Self-motivated
- Achievement Orientated
- Ability to use own initiative
- Ability to perform effectively when there are pressure peaks
- Sets high standards and consistently achieves them

Skills and Experience Required:

- Proven B2B solution-selling track record of providing Telecoms/Hosted VoIP/Cloud-based Services.
- Proven track record of growing new business revenues within existing and new opportunities.
- Ability to engage, motivate and participate cross functionally with all shareholders of all levels.
- Ability to uncover and build an accurate sales pipeline.
- Able to develop and deliver proposals, technical design documents and tender documents.
- Good technical understanding of IT and able to work with a CRM.
- Knowledge of cloud-based solutions and Mobile network services.
- Ability to negotiate and build rapport with internal and external contacts.
- Must be a self-starter with polished business acumen and ability to build a wide and effective network.

Key Responsibilities:

- To uncover and acquire Telecommunications business from SME customers and Corporate sectors.
- Work closely with Prospects to identify business opportunities for Telecoms Services.
- To promote and demonstrate the effectiveness of a cloud-based and Mobile Telecoms services on off-site customer meetings.
- Work with Prospect to detect and close opportunities professionally and effectively.
- Provide accurate reporting, and manage an effective pipeline of opportunities.

Got what it takes?

To apply to the role, please send your CV and a brief cover letter to [Sales@smiletelecoms.co.uk]