

# United Kingdom Jobs Expertini®

## Field Sales Executive - South Central

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Company: Trooli

Location: United Kingdom

Category: other-general

Here at Trooli, we're on a mission to banish buffering, vanish video call embarrassment and clear up those "up to" speed claims that give broadband a bad name.

How? By expanding our **new guaranteed, ultrafast full fibre broadband speeds** to as many communities as possible across Kent, East Sussex and beyond.

**Like what you see? Here's a few more reasons why you should get in touch...**

### **We're passionate about growth**

In two years we've passed 200,000 premises, grown from 10 to over 250 staff and become one of the most respected and exciting altnets in the industry – and that's just the start.

### **We're passionate about our people**

At the heart of our culture is a belief that a company is more than politics and processes and our high staff retention rate is a sign that life at Trooli is that bit brighter than the norm. Our people are the heartbeat of our success and we're committed to helping them grow alongside our network.

### **We're passionate about our customers**

Wouldn't it be nice for a network to be independent of Openreach and fully able to focus on it's customers? Well, welcome to Trooli and with our excellent Trustpilot rating it's clear we're

doing something right.

### **About you**

Are you a driven sales professional with a proven track record? Do you enjoy connecting with customers and building relationships? We are looking for a positive, ambitious, and passionate Field Sales Executive to represent Trooli in a professional manner to connect more customers to our ultra-fast broadband network.

Alternatively, you may wish to pursue a career in Sales and would like to take that first step...in which case, this is a great training opportunity to do so!

### **About us**

Trooli is an independent, ultra-fast fibre Broadband network delivering Fibre to the Premises (FTTP) within the UK. Our Mission is to bring the most advanced broadband connections to as many homes and businesses as soon as possible.

### **The role:**

As our Field Sales Executive, you will be representing our Trooli brand to existing and new customers within your specific region.

More specifically, this will include:

- Developing and maintaining relationships with new and existing customers to drive sales growth

- Achieving or exceeding sales targets through effective territory management and sales techniques

- Identifying and pursuing new business opportunities in the designated sales territory

- Presenting and demonstrating Trooli's Fibre Broadband products and services to prospective customers

- Responding to customer inquiries, concerns, and complaints in a timely and professional manner

- Collaborating with internal departments to ensure customer satisfaction and resolve any issues

Maintaining accurate and up-to-date sales records and reports.

## **Skills and Experience**

Previous sales experience is preferred or a desire to begin a career within sales

Excellent communication, interpersonal and negotiation skills

You are able to maintain an up to date knowledge of Trooli's products and our USP's against competitors

Strong relationship building and customer service skills

Ability to work independently and manage a sales territory effectively

You are results driven and self-motivated

You have the ability to think creatively

Polite and presentable

Proficient user of Microsoft office suite

## **Qualifications:**

Ideally you will have one of the following qualifications or equivalent experience:

Educated to GCSE or equivalent, ideally grade C and above with math, English, and IT or Science

A valid and full UK driving licence and access to a car

## **In return for your commitment:**

We offer a basic salary of £28,000 plus a £3,000 car allowance. OTE for your first year is approximately £50,000.

Business mileage can be claimed also.

*At Trooli we work hard to create an inclusive, collaborative and rewarding environment where you are encouraged to make a difference and achieve great things. We welcome applicants who struggle to apply online to contact for a chat or email us directly to . We will make any reasonable adjustments to working environments to ensure all employees are included and can work safely.*

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