

Field Sales Representative

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Company: Virgin Media O2

Location: United Kingdom

Category: other-general

Salary (OTE included): £25,000-£45,000 per year

Full-time and part-time positions available.

We are seeking confident and driven individuals to join our Field Sales Representatives team. As the face of our brand, you will be the first point of contact for residents delivering excellent service and selling our products to bring new customers to Virgin Media O2. Whilst previous sales experience is not needed, we do look for individuals who will thrive in a target-driven role.

Come rain or shine, you will meet with our prospective customers at their doorstep, connecting them with our cutting-edge products and services. We offer in-depth training when you first join, enabling you to have quality conversations with customers from the get-go and setting you up for success.

Our hours range between 16 to 30 hours a week for part-time opportunities and 37.5 hours a week for full-time. Work hours are between 12:00 pm – 8:00 pm once you are in the field.

Training:

During your first 3 weeks, you must be available to attend your assigned office between 9:00 am – 5:00 pm Monday to Friday with a mix of self-led learning and an in-office induction with your manager for your detailed learning journey. (Please note part-time employees must be able to commit to this for the first 3 weeks of their employment before reverting to your agreed working hours).

Who we are

Virgin Media has partnered up with O2, the UK's favourite mobile network operator – and together, we're ready to supercharge the UK.

We're two of the UK's most iconic brands, combining 46 million+ broadband, mobile, phone and home subscribers. We've come together to give the UK more choice and better value - it's good news for customers, communities and businesses all over the country.

The must haves

A UK driving licence with no more than 8 points

The other stuff we are looking for

Individuals who enjoy spending time outdoors

A positive, winning attitude

The self-motivation to hit agreed sales targets, the ability to think on your feet when handling objections, and the resilience to deal with rejections

What's in it for you

A basic salary of £25,000 (pro-rata for part-time employees)

Uncapped commission - Our top advisors earn £60k - £70k per year!! (pro-rata for part-time employees)

Company Car (full-time employees) or Car allowance (part-time employees)

25 days' annual leave, UK bank holidays, and your birthday off, to treat yourself (pro-rata).

Plus, the option to buy and sell 5 days' annual leave, to suit your personal needs

An excellent pension scheme, matching up to 10%

Employee BUPA medical cover, health care plan and life assurance

A host of family-friendly policies including neonatal leave, 14-week paternity leave, and carers leave

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