

# United Kingdom Jobs Expertini®

## Sales Desk

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Company: Radius

Location: United Kingdom

Category: other-general

**Position:** Sales Development Representative - Telecoms

**Location:** Waters Edge, Clarendon Dock, Belfast, BT1 3BH

**Working Hours:** Monday to Friday, 08:30am – 5:00pm

**Salary:** Dependant on experience and available on request

### Heard of us?

We're an ambitious, forward-thinking global business building transformative solutions for our customers to deliver best-in-class sustainable mobility, connectivity and technology solutions.

The role of Desk Based Sales Advisor is really important to our plans to continue growing our Telecoms business. You will be responsible for promoting our Radius Connect portfolio including Broadband, Mobile and Hosted Telephony services to both existing customers and new prospects as well as following up on warm sales leads.

As a large scale business, we offer great career opportunities to progress and develop your own skills, whilst also rewarding you for great performance through lucrative commission schemes along with regular incentives.

### What would your day to day look like?

Contacting potential new customers

Processing sales leads and referrals

Discussing our Radius Connect portfolio and solutions over the phone with business contacts.

Meet and exceed agreed sales, quality and productivity targets.

Fully explaining features and benefits of our products to potential customers.

Obtaining additional orders or referrals from current customers.

### **What do we expect of you?**

Confident communicator

Ability to create rapport with a range of business contacts

Confident in your ability to close business agreements with customers;

Excellent communication and listening skills;

Desire to hit targets in order to maximise your earnings;

Ability to learn new skills with the ability to think on your feet.

At least 1 year desk based sales or face to face sales experience selling telecoms solutions (Mobile, Landline, HBB, VoIP)

### **What can you expect of us?**

A friendly culture that mirrors our proposition to our customers.

A fast-growing organisation that defines itself as being agile and innovative.

A drive for continuous improvement.

A commitment to building a working environment that values inclusivity, innovation, agility, and drive.

An accessible and approachable Senior Management team.

### **Still curious?**

If you're interested but not sure if you have all the criteria listed... have a chat with us. We are open to applications from varied backgrounds.

Radius is an equal opportunities employer. We are committed to welcome people regardless of age, disability, gender identity, race, faith or belief, sexual orientation or

socioeconomic background

Sales, New Business, Sales Advisor, Telesales, Outbound Sales, Sales Executive, Business Development, BDM, BDE, Account Manager, B2B, Internal Sales, Contact Centre, sales executive, Sales advisor, Sales representative, Telesales, Sales Consultant, business development executive, Account executive, Sales specialist, Customer advisor, BDE, customer service advisor, account manager, sales agent, sales coordinator, sales advisor, retail, retention, sales representative, sales assistant, account management, customer relationship, b2b sales, account manager, telesales, trainee sales,

### **Benefits:**

- Excellent training and coaching. •Opportunities for ongoing development and progression.
- Service Awards at 5, 10 and 20 years. •Employee Referral Bonus

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### **Cross References and Citations:**

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