



Sales Manager
Quickline Communications
Competitive salary

- Do you have a background in managing both inbound and outbound sales teams within telecoms?
- Do you have experience of creating and delivering a sales plan to deliver profitability?
- Are you target driven?

If so, this job is for you!

About You

If the following sounds like we are describing you, then you will likely thrive in this role:

- **Driven & Self-motivated** - You need to achieve results to move forward in your life.
- **Leadership** - You enjoy the responsibility of leadership and thrive on developing others.
- **Customer Centric** – You have the customer at the heart of everything you do.
- **Enthusiasm & Positive attitude** - You bring energy to your role and get things done in an engaging way.
- **Adaptable** – You are happy to have numerous projects and tasks on the go at any one time and are flexible in your approach.
- **Works well under pressure** – You are comfortable with pressure and can work quickly yet accurately.

About the Role

In this role you will lead the sales function and create a sales plan to deliver Quickline's growth targets, focusing on sales and profitability.

Here is an overview of your main responsibilities:

- Develop and execute a sales plan to deliver the numbers
- Set sales targets for the team and ensure their delivery through effective coaching
- Develop an understanding of customer needs and how to meet those needs
- Maximise profitability through prudent management of costs and budgets
- Convert customer potential into profitable sales growth
- Create and report on sales KPIs
- Ensure appropriate use of data to create the sales pipeline and monitor performance against this
- Ensure BDMs have high quality sales plans and they are actively working to achieve these
- Ensure the BDMs are aligned with the inbound sales team to provide excellent customer experience
- Manage the pre sales process ensuring bespoke customer requests are delivered
- Motivate the sales teams to support and achieve company sales objectives
- Ensure the sales desk are driving sales and bringing in new residential customers
- Drive the BDMs to land and retain business customers
- Keep up to date with industry trends and product sets.



To be successful in this role it is essential you will have:

- Up to date knowledge of the marketplace and our competitors
- Extensive sales management experience within the telecoms industry
- Experience in negotiating contracts with large national blue chip organisations
- Up to date knowledge of sales and customer service best practice
- Proven track record of developing, landing and leading new business initiatives
- Experience of managing an inbound sales desk
- Experience of analysing detailed sales and financial data to inform strategic planning
- Very high levels of customer focus and commitment to customer service excellence

About Us

We believe everyone should be able to access fast reliable Ultra-fast internet, and we are proud to enable our customers to do this.

Here is the mission we are on here at Quickline:

- Ultra-fast Anywhere - to bring affordable and reliable Ultra-fast internet and associated services to 100% of homes, businesses and equipment within our rapidly expanding coverage area.
- 100% Uptime – to make constant high availability connectivity available to businesses where the internet is mission critical.
- Made to Measure – to design and build services in wireless broadband and data, fixed telecoms and connectivity to suit the specific situation rather than the other way round.

There are currently 47 in our organisation, encompassing infrastructure, installations, sales, projects, customer support (both 1st and 2nd Line Technical support), call centre operations (3rd party), finance, IT and HR. We have a great team who have fun whilst delivering great customer service.

We aim to provide an exceptional level of customer service, first time, every time. You will be reporting directly to our Commercial Director, who sees this role as vital to Quickline's success.

This is a very exciting time to join our business, if we sound like the team for you then apply now, we would love to hear from you!

Please send your CV with covering letter to cv@quickline.co.uk

Benefits

- Salary is dependent on experience
- 30 days holiday inclusive of 8 statutory holidays
- Healthcare cash plan
- High street discount portal
- Employee assistance programme
- Business mileage paid
- Free parking
- Company sick pay
- A flexible approach to working for those that commit to the needs of the business