

## Job Description

**Job Title:** Inside Sales Executive

**Location:** Head Office, Abingdon

**Department:** Sales

**Position Reports To:** Inside Sales Manager

**Salary:** up to £25,000

**OTE:** up to £35,000+

### Company Overview

Gigaclear is a fast-growing, game changing fibre provider making a significant difference to the broadband landscape in rural England, fast-making broadband the fourth utility. We have grown from 30 to 280 plus employees over the last 2 years and we have plans to double in size again in the next 12-18 months. We are a transparent bunch where initiative and hard-work is rewarded with development and progression opportunities.

### Purpose of the job

To support our significant growth plans we are looking for a talented individual to take on the role of Inside Sales Executive. The role holder will be provided with sales prospects (warm calls only), recruiting new business and residential customers in the communities we are targeting, and identifying potential new communities or targets for the pipeline.

This role is ideal for candidates who enjoy selling, are achievement-oriented and believe in performance rewards for exceeding sales goals. They will be success-driven, will work well as part of a distributed team, and enjoy a dynamic and changing environment. There will be challenges and plenty of opportunities; you will be able to reap the benefits from your own achievements.

### Key Responsibilities

- Increasing penetration in our current and target communities for residential customers.
- Achieving or exceeding set monthly sales targets
- Managing inbound calls and converting to sales
- Assisting the local community sales executives with progressing the community plan.
- Develop proficiency and knowledge of Gigaclear's products and solutions with the ability to clearly communicate appropriate recommendations to address customer needs.
- Demonstrate proficiency in using our Salesforce CRM tool (training provided)
- Collaborate closely with other team members and colleagues to drive results.

## **Knowledge & Skills**

- Negotiation skills
- Confident communicator
- Good customer service skills
- Ability to build, maintain and strengthen relationships
- Able to use own initiative with a 'can do' attitude
- Detail focused

*This job description is not intended to be exhaustive. The post holder will be expected to adopt a flexible attitude to the duties which may be varied (after discussion), subject to the needs of the business and in keeping with the general profile of the role.*