

Head Office
Recruitment Experts

Rafferty
RECRUITMENT REBELS

Telecoms Sales and Service Manager – Portsmouth

This is a real 'rare gem' of an opportunity for a Telecoms industry candidate to join an established company and develop/grow their Telecoms division.

This hugely successful department has been in operation for more than 15 years, with a healthy client base and an outstanding team of existing Account Managers. Our client is now seeking a talented Sales and Service Manager to join the team and grow/develop this division further. The successful candidate will have the independence and flexibility to create new business relationships in a way that works for them.

Please note - this is initially a stand-alone role and won't involve the day-to-day management of a sales team. You will be working independently to establish new business relationships, in addition to managing existing accounts.

The Role:

- Identifying new client possibilities and growing existing accounts
- Developing relationships with senior executives
- Business dinners, trade shows, and corporate hospitality
- Keeping up with market developments and updates to ensure that the company remains competitive and offers a well-rounded service to clients
- Create client account sales strategies that discover, measure, and recommend sales action plans to meet new business prospects in line with the overall strategy
- Create, plan, and present customer proposals and prices after receiving a briefing on the customer's needs
- Defining the scope of work and qualifying projects

The Person:

Applicants must have at least two years of B2B account management experience and a telecoms background. This isn't a cold-calling telesales position; instead, it's a high-end business development position in which you'll be networking, creating contacts, and arranging corporate hospitality events for potential customers.

If you feel you have the relevant skills and experience and would like to apply, please email a copy of your CV to jodie@raffertyresourcing.com

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Reasons to apply:

This company has a high employee retention rate and offers all employees opportunities for personal advancement and continued training. When we say opportunities for progression we aren't talking about the odd course here and there or a small pay rise - we are talking about life changing opportunities such as training to do a new role all together, opening a new division of the business or becoming a Director. If you have the ambition and drive the opportunities at this business are endless!

Anything else you should know? Did we mention that the people are what makes this business? Our candidates rate this business 10/10 with a whopping 100% of candidates having nothing but positive things to say post interview.

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