



## **Inside Sales Executive**

Due to organic growth Sprint are now seeking 2 x Inside Sales Executives to be based within the office in Silsoe, Bedfordshire.

### **About us**

We are a young and vibrant Telecom's specialist with over 12 years' experience, working with small to large customers via our channel network. Our product portfolio includes lines, broadband, the latest voice & data products and cloud-based technologies.

This is a fantastic opportunity to start a career in sales and for the right person, progress through this growing company at a rapid rate. The main role of the Inside Sales Executive will be to create new sales opportunities through outbound calls to small to medium businesses selling our portfolio of services and working closely with the Sales Director to generate revenue from them.

### **About you:**

You will be an organised, enthusiastic, confident individual who enjoys working as part of a small team.

- Excellent communication and listening skills
- A polite and friendly manner
- Lots of initiative
- A positive attitude
- The ability to think on your feet
- The want to learn new skills

### **Job Responsibilities:**

- Initiating Sales with potential customers over the phone
- Asking questions to engage customers and keep the conversation going
- Listening to the customers' needs to generate repeat sales
- Gathering and documenting customer information, purchases, and reactions to products
- Upsell customers to larger products, more extensive packages, or higher priced services
- Keeping up to date on all products and informing customers of new products.
- Answering customers' questions on the products
- Go the extra mile to meet sales quota and facilitate future sales
- Keeping internal systems up to date

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**Requirements:**

- Excellent communication skills
- Creative thinking skills
- Self-starter
- Good team player
- The patience and ability to engage customer in conversation
- Good sales ability
- Working knowledge of relevant software
- Excellent interpersonal and problem-solving skills
- The ability to handle rejection and stress in soliciting customers
- The ability to learn about products and services and describe/explain them to prospects

**Working Hours:**

Office hours:

Monday – Thursday 09:00 - 17:30

Friday – 09:00 – 17:00

**Package:**

Salary: Competitive salary + Commission  
Holiday 28 days inclusive of bank holidays  
Extra birthday day holiday

**Contact Details:**

For further information and/or to apply for the role please contact-

**Email:** [mg@thesprintgroup.com](mailto:mg@thesprintgroup.com)

**Telephone:** 01268 207759

**Mobile:** 07581 187 451

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