

Field Sales Executive

Location: Field based, South East

Salary: On application

Description

Due to exciting growth over the previous 18 months, iCS is currently recruiting for a new member of the field/external sales team. With 21 years of telecommunications industry experience, we have a strong brand and a loyal account base providing you the best opportunity to succeed.

We offer you key support from the internal sales teams as well as generated leads, and your role will be to maximise on the opportunities provided. We also expect that you will be able to develop your own relationships through networking and business development.

You will be able to demonstrate strong face-to-face presentation and selling skills, and have a pro-active and professional approach. You will effectively manage your opportunity pipeline and provide accurate weekly and monthly sales forecasts to the senior management team.

The Successful Candidate

- Excellent communication skills
- Graduate calibre or can demonstrate high level competencies
- Ability to write proposals
- Knowledge of iCS products range desirable
- Field sales experience
- Well presented
- Ability to manage own time & diary effectively
- Must be able to drive
- Can demonstrate a strong sales background
- Ability to establish and develop systems and relationships which support the delivery of world class customer service
- Able to plan and execute strategy for exceeding targets and KPI`s.
- Able to plan workload to meet deadlines.

If you feel that you possess all of the above competencies, then we want to hear from you! Please send your CV for immediate review:

workforus@icscomms.co.uk

We will reply to all applications by email.

NO AGENCIES PLEASE