



NOW RECRUITING: INBOUND NUMBERING SALES SPECIALIST

Job Type: Full-time

Salary: Competitive

Holidays: 25 days + bank holidays

Benefits : Company pension contribution, Car allowance & Expenses

Diva Telecom is a highly experienced B2B telecommunications business that specialises in International and UK numbers. We have over 50 channel partners across the UK, a large international client base and a diverse yet bespoke portfolio of products.

Having hit our 10th year in business, we are now looking for a talented, driven and ambitious individual with Inbound Sales experience to join the team. Are you that person?

The ideal candidate:

Must be highly target driven, self-motivated and in possession of a successful (proven) inbound sales track record with relevant telecoms industry experience.

Essential skills / experience:

- In-depth knowledge of UK (& ideally International) Inbound numbers.
- Experience selling inbound call management solutions
- Evidently able to self-generate own leads through various modes.
- Reputation for achieving and exceeding sales targets / KPIs.
- Have a consultancy-style approach to selling.
- Ability to utilise sales reporting tools – Sales Force is desirable.
- Have a head for solving problems and a passion for delivering results.
- Be a natural 'people' person with friendly and professional manner.
- Excellent written and verbal presentation / communication skills.
- Current clean driving license.
- IT proficient.

About Diva Telecom

Diva believes in doing things not only differently but better. That's why we operate collaboratively and offer consultancy-style expertise – we don't just look at providing a quick fix. Our sales team are responsible for analysing how our prospects and customers entire business model operates and identifying how our solutions can save businesses money, according to their individualistic needs. It's all part of a larger picture and there is no 'one size fits all' – that's why we require a very specific skills set.

About the job

The role will have a split focus: 80% new business and 20% account management.

Main Responsibilities:

- To represent the customer's needs and provide thought leadership in the development of our product portfolio and account specific sales strategies.
- To prepare proposals for prospective clients.
- To achieve monthly sales target.
- To work closely with Diva sales team members to enable cross selling.
- To ensure timely, accurate and appropriate reporting to your manager.

Main Activities:

- Providing consultancy-style advice to prospects.
- Following up appointments with the necessary information to progress the sale.
- Liaising with other departments to ensure the smooth implementation of solutions.
- Work together with Marketing to identify lead generation opportunities.
- Representing and upholding Diva's high reputation in person and online.

Joining Diva Telecom means you'll become part of the Diva family. We have an 'open forum approach' and are always excited to grow our internal network.

How to apply

Do you have Inbound Numbering sales experience and expertise?
If so, email a copy of your CV to marketing@divatelecom.co.uk
We look forward to hearing from you.

