

# Field Sales Person

## Introduction:

We are looking for a proactive and motivated team member to execute strategies that will directly attract new customers to our network.

## About Us:

Grain is a new and exciting brand that is installing its own network, capable of delivering the UK's fastest communications networks to residential developments over the entire UK. Our advanced true fibre network delivers 1000Mb broadband 28x faster than the UK average before the customer moves in. The UK sits way behind the rest of the world when it comes to rolling out full fibre to the premise networks that are both quicker and more reliable. We are implementing marketing strategies to attract customers and then ensure those customers stay with us through organised communication after the onboarding process.

## About You:

A bright, proactive and motivated team player to help us attract more customers to our network and improve our reach by working with leads and improving our marketing and sales efforts.

You will have a skill in talking to customers on their level, helping to communicate the benefits of our packages. You can build and maintain strong relationships with the gatekeepers to the customers. You are willing to knock on doors and talk to customers. Having a technical brain is useful but certainly not integral. Above all, you're excited to work in a fast-paced, ever-changing, entrepreneurial environment.

## Responsibilities:

- ▶ Attracting new sign ups to our network
- ▶ Communicating with local residents
- ▶ Creating and executing sales strategies
- ▶ Analysis of strategy success
- ▶ Updating CRM system with accurate and timely data
- ▶ Managing customer relations and satisfaction
- ▶ Tailoring customer communications
- ▶ Making proactive sales calls
- ▶ Supporting customers through the sales process
- ▶ Ability to understand and meet targets
- ▶ Liaison with head office and wider sales team across the UK

## About You:

- ▶ Have demonstratable customer sales experience
- ▶ Have experience in communicating sales messages verbally
- ▶ Ability to learn and understand our products
- ▶ Be comfortable dealing with a wide variety of customer groups
- ▶ Impeccable communication skills
- ▶ Be able to show that you are a proactive team player
- ▶ Enjoy finding problems and delivering solutions

## Working Hours

Working hours are 30 per week, however you will need to be flexible with your hours and use your time well to meet the needs of customers. Door knocking is a key element of this role so evening and weekend working will be required, when the weather and lighter evenings allow. Much of this role will be based remotely in our target areas, with travel across the North West (and possibly a little further from time to time). You will do some work from home, and you may be asked to attend our Head Office in Carlisle at least once per month.

## Compensation Details

- ▶ Salary of £14,400 (FTE £18,000)
- ▶ Commission: uncapped
- ▶ 25 days annual leave, plus bank holidays, per year
- ▶ Generous pension scheme
- ▶ 25 days holiday, plus bank holidays per year
- ▶ Perks at Work scheme
- ▶ Employee Incentive Scheme

## What's Next?

If you would like to be considered for this role please send a cover letter along with your CV telling us what inspires you about the role and why you think you are perfect for the team – we hugely value honesty, so be you and write in your own voice.

Email your CV and cover letter to [recruitment@grainconnect.com](mailto:recruitment@grainconnect.com), please put your name and 'Field Sales Person' in the subject line.