

Sales Executive – Greenfield

Introduction:

We are looking for a proactive and motivated team member to work closely with our partners to win new customers from new build homes.

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 proactive and motivated team player who can build great relationships and communicate with our clients to gain accurate data to sell our products to new customers.

You will have a skill in talking to customers on their level, helping to communicate the benefits of our packages, questioning and problem solving to understand their specific needs. You can build and maintain strong relationships with the gate keepers to the customers and ensure they have all the information they need to help us achieve our goals. You are system and data savvy and understand how accurate data leads to improved performance, and you will be continually looking to improve the way you work to ensure that accuracy. 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 where you can really make a difference.

Responsibilities:

- Attracting new sign ups to our network
- Inputting accurate data to a number of systems
- Communicating with housebuilder sales teams and housing associations
- 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 sales team and other partners across the UK

About You:

- Have sales experience in direct selling to customers
- 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

- Excellent use of systems
- Ability to check and test data to ensure accuracy

Working Hours

You will need to be flexible with your hours and use your time well to meet the needs of customers. This is a full-time role but those hours may vary. Some evening and weekend working will be required, when the weather and lighter evenings allow. This role will be based in our Carlisle head office with some travel across the UK on an ad-hoc basis.

Compensation Details

- Salary: £18,000 per annum
- Commission: uncapped
- 25 days annual leave, plus bank holidays, per year
- Generous pension scheme
- Perks at Work scheme
- Employee Incentive Scheme

What's Next?

If you think this is you, 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. Please put your name and Sales Executive in the subject line. Good luck!