

Job description

Junior Sales / Tele-appointer – Job Description

We are currently recruiting an office based Junior Tele-sales/Sales Person. The role will operate in a fast paced environment, and you will be responsible for acquiring new customer appointments for the field based sales team.

You will be involved in targeting businesses with a view to booking a sales meeting for a field sales consultant, you will look for opportunities using key questioning techniques evaluating the answer and overcoming objections. Ultimately you are promoting great value services, to secure a face to face meeting with an Xcomm sales consultant. You will play an integral part to the success of the business through increasing brand awareness, and ensuring high quality appointments. The role is both challenging and demanding, but the opportunity is huge. You will be provided with all the tools to do the job.

The Training

Xcomm will provide the training required to fully understand its product range. Regular training sessions with our Operations and Engineering teams will provide a level of understanding sufficient for you to undertake this role. Our goal is to make you as independent as possible so that you can work alone generating appointments for the sales team. You will have both technical and sales back-up resource if required to help you succeed.

The Person

You will have great people and communication skills with a genuine passion for what you do. Above all you will have a confident telephone manner being able to articulate the company message to the prospective customer. Your telephone manner and the ability to articulate over the phone is fundamental to this role. Full technical training will be given so industry experience is not essential however previous experience of call and objection handling within a tele-marketing environment would be advantageous.

The Company

X.Communications Limited is a Next Generation, IP-Based, Communications Provider operating across three UK business market segments: Small Business, Small Medium Enterprise and Large Enterprise. To find out more go to xcomm.co.uk. We also own the trading brands of AcuityUC www.Acuityuc.com and Linebroker www.linebroker.co.uk a price comparison site

We are focused on providing integrated IP-based solutions that create flexible, productivity enhancing, cost effective, business communication infrastructures that make business more efficient and profitable.

The Location

We are based in Stafford and require new staff to base themselves from this office. As you progress in the business you may be required to attend customer meetings (for training and personal development purposes) away from the office requiring overnight accommodation. On these occasions all travel and overnight accommodation and expenses will be paid for by the company.

Reporting Line

This role reports to the company Sales Director.



Work Hours

Company working hours are from 9am to 5.30pm Monday to Friday. Flexible working will be considered.

Job Types: Full-time, Permanent

Salary: Up to £20,000.00 per year

COVID-19 considerations:

Temperature screening, twice weekly lateral flow tests. Department bubbles

Apply @ recruit@xcomm.co.uk