



Corporate Sales Executive

SALARY £35k basic with excellent commission and bonus structure

HOURS Monday to Friday 8:30am – 5:30pm

LOCATION Office & Field based

Due to the continued growth of our business and increasing presence with corporate sized companies, we are looking to recruit 3 new business hunters.

This is an excellent opportunity to be part of our team contributing to our expanding base of corporate clients and working alongside some of the highest earning sales professionals in the telecoms industry.

You'll be joining a business with 20 years of telecoms experience. Whilst we welcome the opportunity to expand our team with those who have demonstrable experience, our expertise also allows us to grow and develop those who are up and coming.

Firstly, you'll need an immense hunger for new business; being skilled in creating opportunities is a must! First class presentation skills are essential, and you'll possess a natural ability to negotiate and close.

You're experienced in adapting your style to meet your prospects' needs; first impressions count, and you understand how being prepared and professional enables you to stand out from the competition. Our industry recognised systems and in-house development team will allow your clients to benefit from our unique and detailed bill Manager service, along with bespoke analysis and reporting.

ADSI partner with some amazing companies and our fantastic HO support function will assist you in delivering an account managed telecoms solution and cost control.

So what are the benefits to you.....Salary is important, but earning potential is critical – why else would you be in sales? We offer attractive basics and OTE's that regularly exceed £100k! You need time to recharge your batteries, so an attractive holiday package is a must. The opportunity to attend worldwide incentive trips and big nights out are a nice to have.

If you can qualify your success in new business sales, along with a proven record of delivering growth, we're keen to speak with you and discuss this excellent opportunity.