



Direct
Partner
Network



Position	Corporate Sales Manager
Working Pattern	Monday to Friday 8:30am – 5:30pm
Salary	Competitive basic and Commission/bonus opportunities (OTE 80k+)

This is a rare and exciting opportunity for a highly focused, highly experienced and driven Corporate Sales Manager to join our established yet growing team.

Reporting to the Corporate Account Director, you will work within a small team responsible for the satisfaction, retention and management of existing customers, along with the acquisition of new business. With over 20 years' experience in the industry, our Account Director is perfectly positioned to aid the continued development of your knowledge and ability.

Your history within the Telecoms industry, along with your experience of selling into the corporate market will make you a perfect addition to our team. You will have some experience in coaching and supporting others, allowing you to assist the team as we continue to grow.

You understand that hard work and persistence leads to success. Your proven history, inspirational attitude, and ability to present, negotiate and persuade others will ensure your customers, prospects and the team value your opinions and ideas.

With a strong focus on adherence to process, you possess a flair for improving and enhancing existing methods, along with challenging the norm. Whilst you will work with systems that are recognised as some of the best in the industry, we are forward thinking and therefore always open to suggestions.

Your previous success has been driven by your solid and proactive sales focused mindset; you understand that exceeding targets is non-negotiable if performance and profitability are to be maximised.

In return for your experience, knowledge and valuable input, you will be rewarded with a healthy basic salary and the opportunity to enhance your earnings based on performance.

You'll be joining a business with 20 years of telecoms experience. We offer a suite of technical and communication products that are perfectly positioned to support the business market. ADSI partner with some amazing companies and our fantastic support function enables us to deliver an excellent account managed solution and cost control.