



Direct
Partner
Network

Digital
excellence
2020

Customer
excellence
2020

Senior Relationship Manager - Telecoms

SALARY Competitive Basic plus uncapped Commission (OTE £80k+)

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

LOCATION Basildon

ADSI are an established yet flourishing group offering business to business solutions across a range of technical products and services, we believe in developing and maintaining strong relationships with both our customers and those that we choose to partner with. Having been in operation since 2002, we are proud to have been an O2 Direct Partner holding Customer Excellence and Digital Excellence accreditation since 2004.

We are looking to expand our team by offering an experienced Telecoms Relationship/Account Manager the opportunity to service, retain and grow an existing portfolio of customers. You'll need to be passionate about developing relationships, opening doors, overcoming objections and negotiating your way to success; a natural flair for closing business is also essential.

Being passionate about the business you work for enhances your success, a customer can always tell if your love of the company and belief in its products are sincere; for those reasons, of course they'll buy from you. Seeing as we've mentioned products, we're confident that if you work for ADSI, sincerity in both these and the service we provide will be a given.

We offer technical expertise, cost-effective solutions, complete account management and a 360-degree view of the customer; this, along with our award-winning systems and in-house experience makes us the perfect choice.

So, you think you're ready to take on your next challenge? Does this involve working for a rewarding, successful and thriving organisation? One that offers uncapped salaries, worldwide incentives, an attractive annual leave package and an excellent team of people to work alongside?

Essential skills to achieve success in this role are:

- Demonstrable telecoms experience with a detailed understanding and personal interest in the industry.
- A target driven attitude where exceeding KPI's is the only option
- Qualified ability in account management, business development and solution selling
- The ability to identify opportunities and take action to seize them.
- Strategic approach to your workload and role

This is a fantastic opportunity to become an integral part in the growth of ADSI.