



## **Sales Director – VoIP/Fixed Line**

**SALARY** Competitive basic with excellent commission and bonus structure

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

**LOCATION** Basildon

We are excited to be searching for a proven Sales Director to join our established yet flourishing business.

With a portfolio of technical products and over 20 years industry experience, ADSI apply their expertise to tailor solutions, deliver bespoke billing and increase customers efficiency, along with providing every customer with a dedicated Account Manager.

We currently have a small base of fixed line customers scattered amongst our 5000 mobile and energy customers. As Sales Director you will be responsible for building a team of sales executives to sell fixed line/VoIP into the existing base, while also conquering new business.

Throughout 2022 you will recruit, train, and develop 5 performing team members, this will then double in 2023. To be successful you will need to come from a fixed line/VoIP background with a proven sales ability to complement your management and leadership skills; a technical flair and a strategic approach will also be key to your success.

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

This is an excellent career opportunity. We will provide a competitive basic salary and a great network of colleagues to support you in the development of your team; you will be presented with the opportunity to significantly enhance your earning potential via a bonus/commission structure.

Please note that this is an office-based role.