

SALES TEAM LEADER

Business function: Product & Sales

Closing date:

Reports to: Managing Director

Start:

Location: Kings Hill, West Malling, Kent

Salary: £30K - £33K, up to 20% OTE

Terms: Permanent full time.

TRULY FIBRE, TRULY FAST

We're expanding our team as we transform broadband in Kent and beyond. If you'd like to join us on our exciting journey, we would love to hear from you.

Call Flow has an established Fibre To The Cabinet (FTTC) broadband business in four counties, and has recently launched Trooli, which builds full fibre optic networks to homes and businesses using Fibre To The Premises (FTTP) technology. Trooli delivers the highest speed and highest quality broadband services in the country – modern, future-proof and fit for the digital age.

THE ROLE

We're a small company with a very exciting future. This opening provides an exceptional opportunity for an experienced and dynamic sales expert to develop and lead the business function. You will take the Call Flow and Trooli product sets through their next stage of development and beyond, providing strategic input into company growth and channels that will drive our brand awareness and sales volumes. You will also lead, manage and develop our growing sales teams, to deliver successfully against our business plan targets.

Responsibilities

- Lead and manage our sales team to maximise and drive sales performance across B2C and B2B.
- Develop and lead sales strategy and approach from lead generation to conversion.
- Track our sales funnel performance, monitoring activity, trends and opportunities.
- Understand the levers available to drive customer take up and utilise these where appropriate to maximise sales performance while remaining within agreed tolerance on margins.
- Manage the Government broadband voucher process including customer claims, qualification and verification.
- Develop and implement a retentions strategy.
- As part of a multi-functional team, provide input into the product design and evolution.
- Identifying business opportunities to support our targeted growth.

Your experience

A degree would be advantageous, and you will have at least four years' experience in product management sales. You will have prior experience and sound knowledge of the UK broadband market and consumer product. You will be a dynamic leader and trusted expert in both generating sales leads and developing sales teams to maximise conversion. You will have played a part in managing large marketing budgets in collaboration with the marketing department and be an expert in driving sales volumes and brand development by implementing innovative and evidence-based strategy.

Your skills and personal attributes

- An exceptional communicator who can build relationships with ease across direct customer contacts.
- Ability to successfully demonstrate experience gained in both B2C and B2B lead generation and sales.
- A responsive decision maker, willing to make judgement calls and difficult decisions.
- Proven commercial acumen and entrepreneurial approach, with strong negotiation and presentation skills.
- Ability to collaborate with our marketing company, vendors, customers and employees whilst remaining professional.
- Actively seeks opportunities to keep up to date with all new developments in the broadband space.
- A proactive attitude and willingness to adapt to the requirements of a fast-growing organisation.
- Ability to influence at all work levels.
- Role Models Personal Integrity which has proven to inspire and gain commitment from a loyal team.

Your personal benefits

- 25 days paid holiday, plus bank holidays
- Pension
- Free parking
- Friendly working environment
- Company laptop

Our values

- **Integrity:** be transparent and honest with our customers and with each other.
- **Passion:** be excited about what we do.
- **Develop:** invest in each individual.
- **Continual improvement:** work smarter, not harder.
- **Proactive:** take responsibility.
- **Teamwork:** support and collaboration.
- **Quality:** we do what we do well.



If you think you are the person we are looking for, please send your CV to hr@trooli.com prior to the closing date.