

JOIN THE ULTRAFAST LANE...

Lead Generation & Sales Executive

Business Function:	Sales & Marketing
Reports to:	Sales Team Leader
Location:	Kings Hill, Kent
Salary:	Competitive
Terms:	Permanent, Full time

A BIT ABOUT US

Here at Trooli, we're on a mission to deliver ultrafast, ultra-reliable broadband to communities across the UK that have been left behind by the so-called big boys – giving more people access to the broadband they deserve.

Our **new, full fibre broadband network delivers guaranteed, ultrafast speeds** and is already seeing huge demand – meaning we need even more **great people** to help our customers sign up!

Think you can help? Here's why you should get in touch ...

- **We're passionate about growth**
In just 3 years we've built an incredible network from scratch, that will pass 170,000+ premises by the end of this year, added thousands of customers, increased our staff from 20 to over 200 and are now one of the most respected altnets in the industry. But that's just the start, and we're just as passionate about ensuring our employees grow with us too.
- **We're passionate about our people**
We believe that a company should be about more than politics and processes. That doesn't mean these don't exist, but it does mean our people are the most important part of our business and we're extremely proud of our culture and our high staff retention rates.
- **We're passionate about our customers** – wouldn't it be nice for a broadband network to be independent of Openreach and have complete control of where it builds and the experience our customers receive? Well, that's exactly what Trooli is and with hundreds of 5 star Trustpilot reviews from our customers, it's clear we're doing something right!

Still interested? Read on...

THE ROLE

We're looking for people with the right personality, drive and energy to convert sales when the phones ringing, and chase them down when it's not.

This may include sourcing data, cold calling and relevant networking opportunities, as well as being a core member of the sales team, with all the duties that involves.

THE DAY JOB

- Create and drive lead generation funnels according to business priorities, capacity, and demand
- Participate and manage Lead Generation campaigns, updating new leads in the CRM system
- Drive initial outreach via relevant channels and converting prospects into sales
- Participate in direct sales/marketing campaigns and events in the field when required
- Follow up leads, answer sales calls and respond to enquiries (incoming via telephone, email and website) through to order placement
- Update and report on leads, orders & activities against goal & targets

WE'D LIKE TO SPEAK TO YOU IF YOU'RE...

- A confident communicator who puts customer experience first
- A natural relationship builder with proven experience over at least 2 years full time sales in a similar role
- Experienced in cold calling with a successful track record
- A confident written and verbal communicator
- Goal driven to succeed and empowers others to do so
- Experienced in working within a professional sales team
- Tenacious and resilient with a never give up attitude
- Adaptable and able to contribute to continuous improvements
- Experienced with CRM systems

WE'LL LOVE YOU IF...

- You have proven ability to achieve and outperform targets
- You have a good understanding of the broadband industry and are able to communicate this effectively to customers
- You can portray a professional image as the face (and voice!) of the business
- You are proactive and efficient, and willing to go the extra mile for customers
- You have an energetic and vibrant personality to fit into our team and company culture

AND IN RETURN, YOU'LL GET...

- 25 days paid holiday, plus bank holidays
- Generous life insurance policy
- Company sick pay after qualifying period
- Pension
- Career progression
- Free parking
- Friendly working environment
- Company laptop
- Employee referral scheme
- Cycle to work scheme
- COVID secure and risk assessed employer

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 alicerose.pitchley@trooli.com prior to the closing date