



Microsoft Partner



Solutions Sales Consultant

Unified | Full Time | Market Harborough

Summary

Welcomm are looking for a driven, enthusiastic and resilient professional to join our Solutions Sales team. Welcomm Communications are an award winning Telecommunications Company based in the East Midlands. Partnered with well-established distributors such as O2 and Gamma, we endeavour to provide and support our customers with the best solutions to improve the profitability and efficiency of their businesses. This role will involve predominantly supporting the account management team as a unified product specialist, identifying opportunities in their customer base and providing appropriate solutions to the customer's needs. You will also be responsible for generating and qualifying your own leads in order to hit new business targets, introducing new customers to Welcomm. The successful candidate will be an accomplished individual who wants to grow and develop within Welcomm with a high standard of integrity and service in line with our core values.

Key Responsibilities

- Generate leads and opportunities through cold calls, networking events, door knocking, social media to meet set KPI's and targets.
- Maintain and update the pipeline to supply monthly forecasts.
- Proactively engage and manage referral programmes.
- Diligently listen to customer problems, expertly finding communications solutions for our customers and identifying further new business opportunities.
- Work with our Customers, potential customers, Operations, Finance and Engineering teams to ensure service requirements are clearly understood, developed and implemented in line with client expectations.
- Work with the Account Management team to uncover and identify potential opportunities to cross sell unified products into existing customer bases.
- Handle objections and use initiative to come to an appropriate solution for the customer.
- Arrange and attend sales visits, planning and executing efficient travel plans to maximise existing and prospective client visits.
- Follow up new business opportunities and set up meetings, demonstrations and presentations including 'Why Welcomm'.





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Personal Attributes

- Ability to self-generate business and build a sales pipeline.
- Must have a full, clean UK driving licence.
- Commercially minded and highly numerate.
- Well presented with a positive, proactive and professional approach.
- Confident and influential communicator at subordinate, peer and management level.
- Ability to manage difficult situations and the stress associated with them.
- Must have good literacy knowledge and skills in Microsoft Word and Excel.
- Strong communication and presentation skills.
- Highly organised with strong time management skills.
- Succinct analytical skills.
- Be flexible and adaptable.
- The ability to work well individually or as part of a team.
- Demonstrating knowledge, skills, good judgement, and integrity in doing your job.
- Provide a quality and efficient service to our customers.
- Listen and provide solutions diligently and promptly.
- Trustworthy and answerable for your decisions and actions.
- Serve with motivation and dedication.
- Ability to work within a team to achieve a common goal.
- Be creative and go the extra mile to deliver results.
- Be humble and polite.
- Provide a quality and efficient service to our customers.

Why Welcomm

- Competitive salary
- Healthcare cash plans
- Benefit platform for an array of high-street and online discounts
- Wellness programs
- Company social events
- Jovial friendly working environment
- Casual dress
- On-site parking
- Regular staff treats!

Disclaimer

Please note that this job description is not an exhaustive or comprehensive list of all possible job responsibilities, tasks and duties. If your application is successful, the responsibilities, tasks and duties of Welcomm might differ from those outlined in the job description, and that other duties, as assigned, might be part of the job.

