

Sales Representative

Salary: DOE with a lucrative commission package and an end of year bonus.

Location: Blanchardstown, Dublin 15.

Reporting to: COO.

Job Type: Full-time, Permanent.

Hours: Office based Monday to Friday 09.30-6.00.

Start Date: Immediate

Please apply attaching your CV to info@ruralwifi.ie

Rural WiFi - Who We Are

Founded in 2015, Rural WiFi provides wireless broadband services to rural areas of Ireland and the UK. As Ireland's only WiFi broker, we have four options to choose from ensuring we have a solution for everyone! Our mission is to bring broadband to everyone across Ireland and the UK. Rural WiFi is a sister company of FleetConnect, the largest Transport WiFi network in Ireland and Let's Connect who deliver an enhanced Wi-Fi experience to the public hospitality sector.

Want to join an award-winning team?

Voted Best Emerging Telecoms Company at the 2021 Irish Enterprise Awards.

Key Objectives

- Sell broadband services by converting incoming leads and making outbound calls.
- Successfully pursue new customers through outbound calling strategies.
- Make retention calls to customers who have indicated they wish to cancel services.
- To meet and exceed daily, weekly and monthly targets whilst ensuring business growth, loyalty and customer satisfaction.
- Using excellent social & interpersonal skills to provide the very best customer experience to potential and existing customers.
- Recognise sales opportunities and up-sell to the current customer base.
- Recommend changes in products, services, and policies by evaluating results and competitive developments.
- Contribute to team effort by accomplishing related results as needed.
- Customer nurturing and retention.
- Give feedback to the marketing department.

Essential Candidate Skills And Experience

- Proven sales experience in a call centre environment.
- CRM experience - HubSpot desirable.
- Experience in the Broadband/Telecommunications sector is an advantage but not essential.
- Strong phone contact handling skills and active listening.
- Excellent and demonstrable people and communications skills.

- Taking care of the details. Is accurate in recording information clearly and concisely.
- Strong relationship skills and the ability to work through short and long sales cycles.
- Organisational skills.
- Time management skills.
- Ability to work independently in order to effectively structure a day to allow for key sales-related activities.
- A proven track record as a self-starter.
- Results-oriented.
- Excellent verbal and written communications skills.
- Team player.
- Computer skills and tech-savvy.
- IT knowledge is desirable.
- A proactive attitude and attention to small details are essential.
- 1 year of professional work experience is preferred.

Minimum Qualifications

- A bachelor's degree.

Additional Qualifications

- Exceptional persuasive verbal and written communication skills with excellent telephone skills and a high level of attention to detail.
- Proficient working with a CRM system to facilitate lead qualification and advancement of the sales cycle
- Strong prioritization and time management skills.

COVID-19 considerations:

All COVID safety measures are in place to ensure a safe work environment.