

B2B Sale Executive

About us

ASK Mobile Phones is an independent family run Business Mobile, Landline Telecoms provider, trading for over 25. We are a small company who prides itself on great customer service and staff retention. We are looking for a Hybrid Sales Executive to join our team in sourcing new business across the UK. The industry is very fast paced, highly competitive, forever evolving with new exciting products coming to the market.

Purpose of the role

- Build Customer Relationships
- Plan, build, and manage relationships with key partners in assigned accounts/prospects
- Facilitate customer relationships to ensure timely resolution of customer issues
- Conduct quarterly business reviews with customers to identify and develop new selling opportunities
- Lead Executive Briefings
- Use Internal & External Partners
- Lead and drive coordinated sales approach with the extended sales team Customer Care, Commercial Solutions, Sales Operations, etc.) and external partners (Reseller, Strategic Alliance, etc.)
- Collaborate with ASK sales team and management
- Understand business drivers of accounts and uses strategic alliances and reseller partners to penetrate accounts

Account Planning

- Research and document detailed understanding of customer business and organizational landscape
- Develop strategic, account plans passionate about maintaining/growing accounts

Solution Selling

- Identify customer's business needs, challenges, and technical requirements to match to ASK in partnership with the UK mobile networks
- Lead delivery of pitch, using SE/SAs where appropriate; adapts pitch to customer needs and persona
- Proven proficiency of ASK product set and solutions
- Sell full suite of ASK offerings
- Use external partners to drive solution development in new areas/prospect

Contract Renewals

- Proactively addresses high churn risk customers using internal resources and external partners
- Facilitate customer contract renewals and negotiations to protect revenue
- Use internal resources to understand customers contractual obligations around notice periods, renew terms, Equinix exposure

Pipeline Management

- Actively supervises and maintains status of opportunities in SFDC, following the principles of forecasting
- Identify at risk accounts, expiring contracts and forecasts churn

Territory Planning

- Prioritize list of accounts/prospects for short and long-term pursuit to achieve assigned sales objectives
- Provide accurate forecasts
- May focus on particular vertical or sub-vertical within a dedicated sector
- Prospecting
- Coordinate with Opportunity Development Team to strategize lead & sales opportunity qualification
- Pursue the highest propensity prospects, fills the funnel with opportunities; pitching prospects primarily at C-level; using industry contact sand partners
- Actively prospects account base to sell global platform and achieves exports outside of country
- Utilize available tools to prospect and use account strategy plans

Negotiation

- Lead commercial offer and contract negotiations, using internal resources as needed to acquire the best commercial terms possible
- Understand commercial levers and problem solves to make initial recommendations on deal structure
- Partner with sales leadership to present at regional deal review

Attribute required

- Relevant sales and Telecommunication knowledge would be advantageous but not essential.
- Self-generation of pipeline through social media, cold calling
- Is driven self-starter with a can-do spirit and strong business attitude
- Strong hunting mentality
- Proficient at planning and executing account strategies and maintaining effective long-term business relationships at the senior level with key decision makers.
- C-Level/executive business sales experience.
- Ability to confidently liaise with and successfully present to senior audiences.
- Proficiency in building business cases presenting them to top decision makers.
- Intercultural proficiency in dealing internationally and with matrix organizations
- Excellent presentation skills and strong negotiation skills.
- Possess excellent verbal communication skills.

Benefits & Arrangements

- £60k OTE (uncapped)
- Up to £30k basic package
- Car allowance + fuel
- Mobile phone
- Uncapped commission
- Full Time
- Remote & office based