

SOLUTION CONSULTANT

Northampton | Edinburgh Salary – 20-24k – OTE 35K Inc

PMGC is the UK's leading independent Mobility, Fixed and ICT Managed Service provider providing innovative Communications and IT solutions that increases efficiency and staff productivity. We empower businesses nationwide to reach the next level of success and growth.

PMGC was formed through the acquisition of 7 of the industry's most respected companies, Premier Mobile, Phonebox Communications, AMC, Veecom, RGT, Dane Europe and Pure Business Services. We have been awarded with Total Communications status in Vodafone UK's new Partner programme. This is the highest tier available within Vodafone's new programme and PMGC is one of just a handful of UK partners to achieve this status.

We are looking for driven, dedicated and talented Solution Consultants eager to join our successful team at our offices in Northampton or Edinburgh. We look for truly passionate and hungry professionals who are able to hit the ground running, to add value and act with integrity and they are keen on becoming part of a winning and growing company. We believe that developing people is a key factor of success, and we start from the very beginning by providing Telecom sector training and full support on the products and services we provide to our customers.

Key Responsibilities

- High volume B2B outbound calls
- Intelligence in capturing key information
- Cold calling prospective customers to establish requirements
- Meeting/Exceeding KPI targets
- Managing data using our CRM system The Layer
- To proactively and reactively set up appointments for field sales teams
- Managing and supporting field-based Business Development Managers in arranging diaries

Knowledge/Skills/Experience:

- A proven history of overachievement in a sales/telesales role
- Mobile-based working history advantageous
- A carnivorous work ethic & thirst to achieve
- Experience of embedding a high performance and customer culture in your daily work
- Proven ability to adapt to change and embrace new products and services
- Strong communication and influencing skills and the flexibility of style and approach required to communicate with different audiences
- A confident, out-going resilient personality with energy, enthusiasm and a passion for excellence

Interested?

If you are interested in this position, please send your CV to ashbrown@pmgroupuk.com