

Job Title: Graduate Sales Development Scheme

Salary: Salary Negotiable – Depending on experience

Launch your career with Pinnacle Telecom; a leading unified communications, mobility and data solutions specialists. Pinnacle champion employee engagement and recognition, making it an ideal place for a graduate to progress.

The Graduate Sales Development Scheme concentrates on two key aspects: Business Development and Account Management.

At the beginning of the structured programme you will be responsible for opening up new business opportunities. Your activity will be aligned to a specific geographical territory. By following up on targeted marketing campaigns you will contact potential new clients and book face to face appointments for the sales team to attend.

After your initial 6 months you will move into a field based role and be mentored by a Senior Account Manager. Focusing on business development and existing accounts, you will identify opportunities to create new business, up-sell and cross-sell products and proactively grow revenue streams.

Progression:

After 12-18 months you will choose your own career path, with the option to be a fully ledged Business Development Manager or Account Manager working on specific verticals or products sets. You will work autonomously and sell Pinnacle's product portfolio through face to face business meetings.

Personal Profile:

In addition to a competitive salary & OTE, a structured Graduate Scheme, progression and a successful incentives scheme, the successful candidate can also enjoy the following:

- A fun, challenging and enjoyable work place.
- Employee referral scheme

Candidate Requirements: Educated to degree level.

If you feel that you have the right attitude, skills, with a can do approach, please forward your CV for consideration to info@pinnacle-telecom.co.uk