

Sales Representative

Rural WiFi - Who We Are

In a very short time Rural WiFi has become the only broadband provider on the market that offer every type of broadband solution available - Fibre, 5G, Wireless, High Speed and Satellite. As broadband is extremely dependant on location this offering allows us to cater to everyone in Ireland and not just the city dwellers. We were the first to bring WiFi to the Aran Islands and most recently got the locals of Bere Island off Cork from 2MBs to 60MBs.

Want to join an award-winning team?

- CX Impact Awards 2022 - Winner Technology, Media and Telecoms - Rural WiFi
- CX Impact Awards 2022 - Rising Star of the Year - Winner Rural WiFi Evan Cotter
- Bonkers.ie National Consumer Awards 2022 - Runner Up & Special Mention Best Customer Service - Rural WiFi
- Irish Enterprise Awards 2021 - Best Emerging Telecoms Company - Winner Rural WiFi

The Perfect Candidate - Who You Are

An entrepreneurial role with uncapped commission. Suited to anyone who wants to join a close-knit team of like-minded individuals who competitively drive each other to achieve, with competitive targets and a bit of craic! If this sounds like you then apply today! No experience required, just a can-do good attitude and a hungry drive to achieve!

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.





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Connecting Rural Ireland

- 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.
- 1 year of professional work experience.

Additional Qualifications

- Exceptional persuasive verbal and written communication skills with excellent telephone skills and a high level of attention to detail.

Salary: €25,000, lucrative commission package, end of year bonus based on KPIs.

Location: Dublin 15.

Reporting to: COO.

Job Type: Full-time, Permanent.

Hours: Office based Monday to Friday 09.30-6.00 or 08.30-5.00. 1 hour lunch.

Annual Leave: 20 Days & Public Holidays

Benefits: Pension & Health Care

Start Date: Immediate

This is an exciting opportunity with potential for growth and career progression.

