

power to you



## Business Sales Manager - Jersey

### Position details

<b>POSITION TITLE:</b>	Business Sales Manager - Jersey
<b>BAND</b>	CI-4
<b>EFFECTIVE DATE:</b>	ASAP
<b>PURPOSE OF ROLE</b>	To develop and maintain a portfolio of corporate customers and build an opportunity pipeline with target customers across Guernsey and Jersey.
<b>LOCATION:</b>	Head Office, Masurier House, St Helier, Jersey
<b>NORMAL HOURS</b>	9am to 5pm Monday to Friday (35 hours a week)
<b>REPORTS TO:</b>	Head of Operations
<b>DIRECT REPORTS:</b>	1 Admin, 1 business sales executive & 1 Business Development Manager
<b>KEY INTERNAL RELATIONSHIPS:</b>	Product and Marketing, Finance, Showrooms, Customer Services.
<b>KEY EXTERNAL RELATIONSHIPS:</b>	Business groups, Business community such as IOD, Breakfast Clubs, Various associations, etc.

power to you



### **Key result areas**

Performance and progress in the following areas will be a priority for the Business Sales Manager. The level of achievement within these areas will be the basis for performance measurement.

- To deliver targeted revenue & customer numbers and retention figures.
- Work in conjunction with Marketing to develop and implement multi level sales campaigns to gain new customers.
- Develop a network of influencers.
- Build, develop and maintain relationships with customers and manage/create your own portfolio across Jersey and Guernsey.
- Build an opportunity pipeline with target customers across Jersey and Guernsey.
- Provide accurate business development forecasts to key management ensuring that commercial capabilities keep pace with deliverability.
- Deliver presentations to, and carry out negotiations with customers.
- Continue to develop a high level of market knowledge and expertise
- Ensure that Tenders to contract are realistic, professionally complied and commercially viable and that due diligence is applied to all aspects of risk assessment and management.

### **Education & experience**

The Business Sales Manager will possess the following qualifications and levels of experience:

- Should ideally have proven experience in a similar role, and a successful track record in sales.
- Must have a thorough understanding of telecommunications voice and data products and their relevance to the enterprise markets, or the ability to pick this up at speed.
- A professional manner and a charismatic personality that can relate to people and their individual situations.
- A self starter with a "can do" attitude, a natural driver, comfortable in a "start up" environment.
- Self confident with a high level of interpersonal skills and the ability to build strong and lasting relationships.
- Highly motivated with the ability to influence others at all levels.
- Must be a team player, able to work on own initiative and in collaboration with others.
- A strong commitment to results is essential, as all activity will be focused on winning and retaining business and gaining a positive market share as quickly as possible.

**All applicants must possess 5 years continual residency or residential qualifications/licence.**

Jersey Airtel Limited, Le Masurier House, La Rue le Masurier, St. Helier, Jersey JE2 4YE  
Guernsey Airtel Limited, 45 High Street, St Peter Port, Guernsey GY1 2JT

[www.airtel-vodafone.com](http://www.airtel-vodafone.com)