

Background

Want to join a Dynamic Business within the Telecommunications Industry?

Onwave UK Ltd are a fast-growing business working in the IT Networking and Telecoms sector and based out of Kings Hill, Kent and Mullingar, Co Westmeath. Onwave specialise in working with large multinational customers within the Construction and Utilities sectors. We support these customers with solutions and services based around mobile, Wireless and fixed line technology, we are an independent Internet Service Provider.

As well as providing connectivity services the business also works very closely with its customers to develop solutions which solve specific business challenges which means that we need great problem solvers and communicators.

Key Objective

Onwave are looking for an enthusiastic and driven individual to become part of our growing sales team. We need someone with solid communication skills, a desire to learn, and an independent work ethic who is willing to expand their knowledge and truly understand our product offering.

While initially a junior role, there is great potential for growth within the company as the skillset and performance of the successful candidate grows. This is not a technical role, but it would be advantageous if you have experience in IT/network equipment and or software sales, though extensive training and support will be provided.

Responsibilities

As part of the role you will be required to complete the following duties:

- Generate quality leads for new business
- Engaging with primary target customers via call, email, and LinkedIn
- Managing the relationship with generated leads
- Working alongside the Business Development team to convert leads to customers
- Identify potential new partners in key geographies

In the future the role could grow to:

- Understanding customer requirements and aligning them with our products
- Educating customers about the Onwave product offering, and providing demonstrations
- Expanding sales generation activities to new geographies
- Managing the customer throughout the introduction to service delivery process
- Managing ongoing partner relationships internationally
- Attending trade exhibitions and conferences to generate new business

Skills and Experience

Required:

- Confident phone manner, and strong written communication skills
- Desire to learn new technologies and the Onwave product set
- Attention to detail and ability to manage multiple leads

Desirable:

- Previous experience in software sales
- Good general understanding of connectivity