



## **Job Title: Sales Specialist - Millgate Connect**

### **About Millgate:**

Established 25 years ago, Millgate now has a wide range of clients across the public and private sectors, including retail, distribution, healthcare, education, transport and more.

We have learned and evolved over that time and have developed a reputation as an effective and trusted technology adviser to our clients, able to understand their requirements and provide the very best solutions to help them succeed.

We do this by committing to a very simple guiding ethos. Clients should expect that we deliver on the fundamental requirement that any tech product, service or solution we recommend or implement into their business actually works.

At Millgate, our culture is based upon shared common values, not least of which is our effective service ethic. We understand that when a group of talented and committed individuals combine forces in pursuit of a common goal that anything is possible.

Anybody can be part of a team, but it takes a group of exceptional people to be part of a high performing team. Which is why we set a high bar for anybody considering joining us. If successful, from that point on we work hard to challenge, recognise and reward you so that you may grow with us.

Our drive for growth is based upon the concept of Continuous And Never-Ending Improvement (CANEI) and so should you wish to improve individually or simply wish to contribute to a high performing team for some or all of the *next* 25 years, Millgate will be a supportive environment.

### **The Opportunity:**

An exciting opportunity has arisen within the Connect Sales Team for an experienced sales professional who is comfortable building strong client relationships built on an in-depth understanding of the customer's business challenges and communications environment and translating this into potential opportunities for providing solutions and services that deliver value to their organisation.

### **Overall purpose of the job:**

- Sales role focused on upsell and cross-sell into the existing base alongside targeting business growth of UC solutions into new logos
- Proactively re-sign existing client services, working to minimise churn
- Deliver consistent and exceptional level of sales professionalism whilst exceeding performance against measurable key performance indicators
- Act as a UC evangelist within the sales floor

**Role & Responsibilities:**

- Achieve and exceed against GP targets whilst conducting sound business for Millgate Ltd
- Deliver against key performance indicators and objectives
- Build and maintain a solid and robustly qualified pipeline of sales opportunities
- Meet with prospective clients face-to-face to build relationships and uncover opportunities to sell the full Millgate Connect products and services (SIP Trunking, Voice, Hosted PBX, Connectivity, Data services, UC, and mobile)
- Develop a sound knowledge of the products and services offered by Millgate and be able to present these competently and professionally to a client, as well as provide a flawless company overview
- Build and maintain a UC opportunity matrix for existing accounts and drive specific campaigns to target them
- Maintain accurate, up-to-date records in the CRM including contacts, opportunities, and meeting notes
- Generate professional proposals (including commercial propositions and analysis of current set-up and billing) to deliver in person or via webinar as appropriate
- Forecast monthly and quarterly sales achievement with accuracy +/- 10%
- Work with Internal Account Managers and wider sales teams where appropriate and applicable to help them generate meetings and opportunities
- Follow the correct commercial procedures for the building and approval of quotes

**Essential Criteria:**

- Minimum 2-3yrs Telecoms B2B sales experience within the UC/Voice/PBX/data services
- Proven track record of previous over achievement in a similar role
- Strong sales skills (prospecting, qualifying, opportunity management)
- Ability to conduct and maintain accurate business plans
- Desire to self-generate leads and opportunities
- Strong problem-solving abilities, able to facilitate discussions and outcomes
- Excellent communicator with strong presentation, numeracy and written skills
- Netsuite CRM advantageous but not essential
- A full driving licence

**Personal Attributes and Millgate's Core Values:**

You must demonstrate or aspire to uphold our core values:

- Be Humble
- Be Hungry
- Be Smart
- Be Agile
- Be Curious
- Exceptional personal and professional Integrity



**The Package:**

Millgate offers an incredible package of benefits, from our competitive salaries through to current care and future financial stability for you and your family with our healthcare and pension schemes.

- Negotiable basic, dependent upon experience
- Contributing pension scheme
- Private healthcare
- Increased holiday with service
- Tailored training and development plans
- Real opportunities for progression