

## **Internal Sales Representative with Telefonica Tech**

£27,000 plus £14,000 bonus

London EC2A

An exciting opportunity to start your career in IT sales with a business who value and appreciate their employees. Telefonica Tech have recently given all employee a **5% pay increase to support with the increased cost of living.**

### **Telefonica Tech**

Telefonica Tech, formally CANCOM, were acquired by Telefonica in 2021 to become the leading experts within Microsoft Cloud in the UK to become a Microsoft centre of excellence. With Telefonica continuing to invest within Telefonica Tech, they will continue to increase their portfolio making the business the most accredited partner in the UK.

The company offers a wide range of services and integrated technological solutions in Cyber Security, Cloud, IoT, Big Data and Blockchain.

With our worldwide presence and strategic hubs in Spain, Brazil, the UK, Germany, and Hispam, our capabilities reach more than 5.5 million B2B customers in 175 countries every day.

### **The Internal Sales Representative Job Opportunity**

This is fantastic opportunity for someone who wants to start in their first major IT Sales role.

You do not need to have any previous experience in sales to apply for this role, you just need the right attitude, hunger, desire, drive to succeed and not afraid of hard work. If you can bring these core skills to the Internal Sales Representative role then Telefonica Tech can provide you with the expert training.

The internal sales representative will be responsible for developing new leads, communicating with customers, understanding their needs, and ensuring a smooth sales process. You should be able to close sales and meet targets.

### **What's on offer for you:**

- £27,000 base salary
- £14,000 bonus (pro rata)
- Progression after 12 months possible
- Quarterly socials
- Vendor / tech from vendors
- Smart Shoreditch office

**...We are NOT looking for years' of experience or the perfect CV... BUT a great attitude:**

## **What We Are Looking For In You is**

- Great character and attitude
- Ready to establish your sales career
- A real passion and capacity for learning
- Curiosity to learn about IT and technology
- Great work ethic
- Strong relationship building skills
- Great customer service
- Passion
- A natural communicator
- You are 'results driven', resilient and persevering
- You have goals in life
- Confidence NOT arrogance
- A team player

## **The Raw Talent Academy Application Process**

At Raw Talent Academy, we do not recruit based on your CV, we recruit based on your ability, character and competence. This Academy process will see you attend an exciting, challenging and informative Audition Day on the 23rd March, where you will be able to showcase your talent. You will be assessed during different business tasks and challenges, and in an interview before receiving full, detailed feedback allowing you to develop and learn. Job offers are made on the day of the Audition Day.

Throughout your application you can also expect full support and constructive feedback from an experienced team of recruiters.