

Job Description

Job Title: **Regional Business Manager**
Reports to: **Sales**
Department: **Sales**
Hours of work: **9.00 – 5.30 (Full Time)**

Objectives

- Primarily you will be field based (covering London and the South East however you may be required to help in other areas as and when need arises)
- You will also be expected to use your own initiative and create your own self-generated appointments
- Visit existing clients and maintain a constant level of contact with all accounts within your area
- Pro-actively communicate with existing customers with a view to problem solving, retention, and identify new ways to help increase sales, and to continually build excellent relations between Anglia Telecom & the dealer
- To ensure you have regular meetings with your base.
- Keep internal staff completely up to date with everything that is happening with the account by way of a dealer visit report (sent daily)
- Complete calendar journey plans for 6 months period to be copied into all touch points within the business
- To manage your time effectively –you should be ‘on the road’ minimum 4 days a week, on at least 2 appointments (ideally 3) per day and take the occasional office/home office to organise & play catch up on any outstanding admin issues
- To ensure all paperwork is completed methodically on time and handed to admin support
- To liaise in a professional manner with other departments

Additional Responsibilities

- To create a good impression and to ensure that all of Anglia Telecom customers ultimately have a professional image of us as a company
- Grow the business partner connections from your base, with regular visits, telephone support and by managing a good working relationship with the dealers
- The minimum level of connections required for your position as Regional Business Manager is 500 total mix between new connections and upgrades.

Knowledge, Skills, Experience

Sales experience
Telecoms knowledge

Working Location/Environment

Anglia Telecom - Ipswich