



<https://www.typex.com/careers/sales-representative-london/>

Sales Representative – IT / Communications / VoIP

Description

At Typex we deliver the Mitel (formerly ShoreTel) Connect phone system and Gamma SIP Trunking to UK SMEs. We have great technical resources but limited sales resources. See our website.

We need a self-employed sales agent with telephony experience to work on a commission only basis and to be responsible for your own expenses.

The successful candidate will have previous sales experience in the B2B communications market with a proven track record of selling either of Mobile, Data, PBX, VOIP, Lines/Calls, Phone Systems and other converged communications solutions.

We expect you to find your own leads and to own the sales process. We provide pre-sales technical support. On order we would supply hardware, software, installation services and customer support. We split all hardware and software OTC margins with you you 50/50, and we pay 20% commission on our services gross price (to allow cost of labour and T&A). If you choose to mark our prices above List then the whole markup will be yours. You may discount our prices for hardware and software and we will still split the remaining margin 50/50. Our services can not be discounted as there is a cost to us to provide them. We provide a copy of the Mitel pricing tool, so you can see all the costs and the margins.

We also like to sell Gamma connectivity and SIP trunking with your telephony bids or independently. This business is MMR with only minimum OTC. We will pay 50% of the first six months MMR margin. All commissions are paid within 7 days of the end of the month we receive payment.

We will offer you all the Mitel and Gamma sales online training as required. We will provide product and company brochures.

You will need a quiet, dedicated home office space with a good quality desktop or laptop. We will provide telephone handset, VoIP costs and business email. You will also need a car at your own expense and a current driving licence.

Applicants can be based anywhere in the UK.

Responsibilities

- We expect you to find your own leads and to own the sales process.
- We provide pre-sales technical support.

Skills

Employment Type

Great Commission – Self Employed

Beginning of employment

As soon as possible

Industry

IT / Communications / VoIP

Job Location

London, South East

Working Hours

Flexible

Base Salary

£ Commission only

Date posted

August 15, 2018

- Driving Licence
- Telecoms Experience
- Sales Spencerian
- B2B Experience

Experience

- 1 years B2B sales

Job Benefits

- Work from home
- Flexible hours
- Training provided
- Phone and telecom costs provided