

Sales Representative

Are you a seasoned sales professional with a minimum of three years experience, highly motivated by targets, and driven to maximise your earnings?

Rural WiFi - Who We Are

Rural WiFi is Ireland's largest and best alternative broadband provider, with every type of broadband solution available - Fibre, 5G, Wireless and Satellite.

As broadband is extremely dependent on location this offering allows our team to cater to everyone in Ireland and not just the city dwellers. Rural WiFi was the first to bring WiFi to the Aran Islands and most recently got the locals of Bere Island off Cork from 2MBs to 60MBs.

Rural WiFi is a sister company of FleetConnect, the largest passenger WiFi network in Ireland and Let's Connect which delivers an enhanced WiFi experience to the public hospitality sector.

Want to join an award-winning team?

- Winner - Best Customer Service at the Bonkers.ie National Consumer Award 2024.
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- Winner - Best Broadband Provider Chambers Ireland InBusiness Recognition 2023.
- Winner - CX Impact in Technology, Media and Telecoms CX Impact Awards 2022.
- Winner - Best Emerging Telecoms Company at the Irish Enterprise Awards 2021.

The Perfect Candidate - Who You Are

An entrepreneurial role with uncapped commission. Suited to anyone who wants to join a close-knit team of like-minded individuals who competitively drive each other to achieve, competitive targets. If this sounds like you then apply today!

3+ years of experience, a can-do good attitude, and a hungry drive to achieve are required!

Key Objectives

- Convert inbound leads and initiate outbound calls to sell broadband.
- Employ strategic outbound calling techniques to acquire new customers.
- Exceed daily, weekly, and monthly targets, driving business growth and ensuring customer satisfaction.
- Deliver exceptional customer experiences through outstanding social and interpersonal skills.
- Identify and seize sales opportunities.



Essential Candidate Skills And Experience

- Proven sales track record in a call centre environment.
- Familiarity with CRM systems, preferably HubSpot.
- Previous experience in the Broadband/Telecommunications sector is advantageous.
- pipeline management
- Proficient phone handling and active listening skills.
- Strong interpersonal and communication abilities.
- Meticulous attention to detail and accuracy in recording information.
- Effective relationship-building skills for both short and long sales cycles.
- Ability to work independently, structuring tasks for optimal sales activities.
- Demonstrated self-starter mentality with a results-driven approach.
- Taking care of the details. Is accurate in recording information clearly and concisely.
- Organisational skills.
- Time management skills.
- Team player.
- Computer skills and tech-savvy.

Minimum Qualifications

- Minimum 3+ years experience as a Sales Representative in a similar role.

Additional Qualifications

- Exceptional persuasive verbal and written communication skills with excellent telephone skills and a high level of attention to detail.

Salary: €25,000-30,000 basic salary (this will be based on experience and chosen target).

+ OTE: (Uncapped)

- Individual 100% = €30,120
- Group Level 1, Individual 100% = €48,600
- Group Level 2, Individual 100% = €67,080

Early Friday Finish at 2 pm on a Friday if your 100% weekly target is hit.

4-Day Work Week hit your 100% monthly target, don't come in on Friday!

Location: Office Based, Dublin 15.

Reporting to: COO.

Job Type: Full-time, Permanent.

Hours: Monday to Friday 09.30-6.00. 1 hour lunch.

Annual Leave: 20 Days & 10 Public Holidays

Benefits: Pension & Health Care

Start Date: Immediate

This is an exciting opportunity with potential for growth and career progression. We want someone hungry who wants to earn money and overachieve on their commission targets each month!

