



Job Title: New Business Development Executive (Telecoms)
Company: Cellular Solutions NE (Part of Communications Plus)
Location: Sunderland (Office based – 5 days per week)

Communications Plus (Incorporating Cellular Solutions North-East) – A Focus Group Company

Cellular Solutions has built an outstanding reputation for delivering market-leading Unified Communications, Connectivity and Mobile solutions to businesses across the UK.

Now part of **Focus Group**, we are one of the UK's leading providers of business technology solutions, we're entering an exciting new chapter. This partnership brings even greater opportunities for our people, combining the supportive, family-oriented culture of Cellular Solutions with the scale, innovation and career development opportunities of a growing national organisation.

We're looking for an ambitious **New Business Development Executive** who thrives on building long-term customer relationships, identifying new opportunities and delivering exceptional customer experiences.

If you're commercially driven, passionate about technology and enjoy helping businesses succeed, we'd love to hear from you.

The Role

As a Business Development Executive, you'll play an important part in growing our business by connecting with prospective customers and identifying opportunities across our range of business technology solutions.

You'll speak directly with businesses across the UK, understanding their current telecoms requirements and introducing solutions across **Mobile, Fixed Line and Connectivity**.

Working closely with our wider sales team, you'll research potential customers, build relationships and generate quality opportunities.

This is a great opportunity for someone who is commercially minded, confident on the phone and enjoys working in a lively, target-driven environment.

What You'll Be Doing

- Making outbound B2B calls to prospective customers.
- Building rapport and developing relationships with businesses.
- Identifying customers' current telecommunications requirements and future needs.
- Generating quality sales opportunities and consultative meetings for the sales team.
- Researching prospective businesses to understand how our products and services could benefit them.
- Promoting our Mobile, Fixed Line and Connectivity solutions confidently and professionally.
- Maintaining regular contact with prospects and nurturing opportunities.
- Accurately maintaining customer information, activities and opportunities within our CRM system.
- Managing appointments and follow-up activity.
- Working towards clearly defined individual and team KPIs and sales targets.
- Developing your knowledge of our products, services and the wider technology market.



- Working collaboratively with colleagues across Sales, Corporate Support, Finance and Marketing.
- Taking ownership of your own performance and development.

What we're Looking for

You don't necessarily need to know everything about telecoms from day one. We're looking for someone with the right attitude, confidence and drive who is keen to learn.

Ideally, you'll have:

- A confident and engaging telephone manner.
- Strong communication and relationship-building skills.
- A positive, proactive approach.
- The resilience to succeed in a sales environment.
- A results-driven mindset and motivation to achieve targets.
- Good organisational skills and attention to detail.
- The ability to work both independently and as part of a team.
- Confidence using IT systems and maintaining accurate customer records.
- Experience working towards KPIs or targets.

Previous experience within **telesales, B2B sales, retail sales or telecommunications** would be an advantage.

Above all, we're looking for someone who brings energy, ambition and a genuine desire to succeed.

What's in it for you?

- Competitive salary
- **Uncapped Commission**
- Ongoing learning and professional development
- Career progression within Cellular Solutions, Communications Plus and the wider Focus Group
- Exposure to market leading business technology solutions
- 25 days holiday (excluding Bank Holidays)
- Workplace Pension
- Life Assurance
- Employee Assistance Programme
- Family & Friends discounts
- Free onsite parking
- Team socials and company events
- Dress Down Fridays
- Friendly, supportive and collaborative working environment

Our Culture

Our values are at the heart of how we work:

OPEN. BOLD. CLEAR. TRUSTED. STRUCTURED. DISCIPLINED.

We want people who take pride in what they do, support their colleagues and consistently look for ways to deliver an exceptional experience for our customers.

Ready to Join Us?



As part of Focus Group, you'll enjoy the stability and opportunities of a national organisation whilst still benefiting from the supportive culture, close-knit team and personal approach that Cellular Solutions NE is known for.

If you're looking for a role where you can build long-term customer relationships, grow your career and be rewarded for your success, we'd love to hear from you.

Apply today and help businesses across the UK stay connected through market-leading communications technology.

All offers of employment are subject to satisfactory pre-employment checks, including a DBS check.