

Senior IoT / M2M Sales Specialist



Job Description

Spitfire Network Services Ltd is a leading business-to-business ISP and telecoms provider, based in London and Birmingham. With over three decades of experience, we specialise in delivering innovative and secure connectivity using our One Network solution, including fixed-line fibre services, WAN, firewall security, direct cloud connectivity, and IoT/M2M solutions.

In October 2023, we launched as a full MVNO, uniquely positioned to offer private and secure IoT networks. Our solutions ensure data stays 'on-net,' leveraging direct UK MNO connectivity into One Network to capitalise on our existing Cloud Connect and fixed line services. With the upcoming launch of our multi-IMSI multi-network SIM, we will provide unparalleled coverage, redundancy and reliability, ensuring traffic remains secure across any UK network.

We are seeking a driven and experienced **Senior IoT/M2M Sales Specialist** to spearhead the growth of our IoT/M2M connectivity solutions.

Location: London, SW9 or Birmingham
Hours: Full-time Monday to Friday, 40-hour week
Start Date: ASAP

The Role

This pivotal role focuses on acquiring and developing new customers, targeting both direct clients and resellers across various industries.

The ideal candidate will have a proven track record in IoT/M2M sales, a deep understanding of cellular and wireless connectivity, and the ambition to drive significant revenue growth.



Key Responsibilities

- **Business Development:** Identify and secure new IoT/M2M customers and resellers.
- **Customer Growth:** Develop long-term relationships and growth strategies to maximize revenue from newly signed resellers.
- **Industry Expertise:** Leverage knowledge of cellular and wireless IoT technologies to craft tailored solutions for clients.
- **Market Research:** Stay updated on IoT/M2M trends, competitors, and emerging technologies.
- **Collaboration:** Work closely with internal teams to design proposals, assist with creating marketing materials, and refine product offerings.
- **Technical Expertise:** Understand and effectively communicate the technical aspects of IoT/M2M solutions, including private networks, VPNs, APNs, multi-IMSI SIMs, and secure data routing.

What We're Looking For

- **Experience:** Minimum 2-3 years of sales experience with an MNO or MVNO in IoT/M2M solutions.
- **Industry Knowledge:** Familiarity with IoT devices, gateways, and wireless connectivity solutions. Including 4G, 5G, NB-IoT, LTE-M, LoRa WAN etc.
- **Proven Success:** A track record of meeting or exceeding sales targets.
- **Drive:** A self-starter with excellent prospecting and closing skills.
- **Technical Acumen:** Ability to grasp and explain technical solutions to non-technical stakeholders.
- **Communication:** Exceptional interpersonal, presentation, and negotiation skills.

Why Join Us?

- **Innovative Environment:** Be part of a cutting-edge MVNO driving secure IoT solutions.
- **Career Growth:** Opportunities to develop professionally within a supportive and dynamic team.
- **Competitive Package:** Attractive salary, bonus, and benefits.
- **Location:** Flexibility to work in London or Birmingham. Our offices are modern and open plan, providing a safe and comfortable working environment

If you're passionate about IoT/M2M technology and have the drive to succeed in a high-growth environment, we'd love to hear from you. Please apply for this job at hr@spitfire.co.uk and we will get back to you for an initial conversation before scheduling the first interview.

Your CV **must** include all your education from, note the subject, grades and dates attained and which institutions you attended. There must be no unexplained gaps on your CV.



We believe that everyone plays a role in contributing to the success of our business. Find out how you can be a part of it today.

