SPITFIRE®

VOICE • INTERNET • WAN • IOT

Sales Graduates

Job Description

Established in 1988, Spitfire is a leading owner managed medium sized internet and telecommunications service provider. We are one of the select few in the UK to have our own core network. We provide innovative Internet, Cloud, IP telephony, IoT and cybersecurity solutions to over 5,000 business customers, many of whom are famous brand names. With emphasis on engineering skills and industry leading customer service, we aim to build long term business relationships.

We are currently looking for graduates with the drive and determination to succeed in a dynamic sales team to enrol on our industry leading training programme. Located in London or Birmingham this is a fantastic opportunity to join an exciting technology company in a fast-moving industry and build a long-term high earning career.

We are recruiting with start dates in January 2027,

Earn a highly competitive starting salary of £32,000 in London (£28,000 in Birmingham) with 6 monthly pay reviews for sales staff within the first 3 years. In year 1 with additional commission and bonuses the OTE is up to £41,500 in London. You can expect this to increase to £39,500 with a £49,000 OTE in year 2 and £49,000 basic with an OTE of £64,000 in Year 3 (London).

You will start your first year with a comprehensive training programme where you will receive in-depth technical and sales training, including working towards gaining your CISCO CCNA certification. This is a challenging graduate role with responsibility for managing customer's technical requirements from a very early stage and so successful candidates will be able to apply themselves right from the off. You will be trained with all the skills needed to start making business to business sales to a broad range of Small to Medium Enterprise customers.

This is an outstanding first step for a high achieving graduate candidate who is career motivated and looking for their first **technology sales role**.

You will have at least a 2.1 in a STEM, IT, computer science, business, economics, geography / geology, or similarly intellectually challenging degree subject. Engaging to talk to, you enjoy mastering a subject and then applying your knowledge accurately to make a difference in the workplace.

Location: London, SW9 or Birmingham, B4

Hours: Monday to Friday, 40-hour week, permanent full time

www.spitfire.co.uk

We are looking for candidates who are excited by technology and are keen to embrace technical training and develop their career in this industry.

Benefits of Working at Spitfire as a Sales Graduate

- Spitfire offer excellent earning potential and reward generously for success and hard work
- As a company we provide our Sales Graduates with structured engineering, technical and sales training, via both internal and external courses
- Our Sales teams enjoy regular motivational competitions and incentive schemes
- We believe that everyone plays a part in contributing to the success of our business, and therefore we are dedicated to the personal and professional development of all of our employees
- All graduates are expected to obtain professional CISCO CCNA engineering qualifications, which are widely recognised and allow them to develop extensive product knowledge and understanding to become the best in the industry
- Our offices are modern and open plan with fantastic views towards the City of London
- Access to our Employee Wellbeing assistance service. Which includes 24/7 helplines, remote GPS, mental health support, physiotherapy, financial and legal support as well as various wellbeing and lifestyle coaching services.
- We offer flexibility to work from home after the first year.
- There is a gym next door
- Successful applicants will be eligible to apply for a rental deposit loan

Responsibilities may include the following:

- Learn, assimilate and keep up to date with industry technology
- Manage client relationships to grow and cross sell Spitfire's products into new customers and existing customer base via telephone and customer facing meetings
- Have a competitive nature to challenge yourself, meet and exceed set sales targets and sales activities
- Identify sales opportunities within the existing base to capitalise on maximum sales growth
- Understand and keep abreast of competition, their issues, products and pricing
- Provide support and day-to-day account management to allocated customers
- Support business growth through prospecting and lead generation, identifying potential customers and engaging them to create new business opportunities.
- Shadow client calls and assist senior team members in onboarding new customers, helping to ensure a smooth and positive start to the client relationship.
- Assist other departments in resolving customer issues to help retain clients
- Prepare written presentations, customer demonstrations, costs saving analyses, and product quotations
- Record all sales leads and manage these on a day-to-day basis
- Update and provide accurate sales order and forecasting figures

Our sales team is primarily made up of graduates who have developed their careers with Spitfire, and whilst they like to work hard, they also like to socialise regularly visiting nearby pubs and playing various team sports. Find out more about what it is like to work in sales at Spitfire by looking at our website.

Please apply for this job **if you meet the minimum requirements.** After the preliminary screening successful candidates will have a face-to-face call with one of the recruitment team and if you progress further you will be coming into our offices for an in-person interview.

Ensure that your CV has **all** your education from school to date along with the subjects and grades attained. There must be no unexplained gaps.

We will be moving forward interviewing successful candidates quickly, however, if you do not hear back from us, then you have been unsuccessful in your application.

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.