

# A CAREER WITH DIRECTION



## **POSITION: Sales Support**

### **Company Overview**

Airangel are a growing supplier of Branded Guest Internet Access into the Hotel and Corporate Hospitality markets. They are the major supplier into the MBW group of Hotels (Malmaison and Hotel du Vin brands) as well as an approved supplier into the Rezidor hotel chain who have over 300 Hotels in the EMEA region. They also provide a service to the NEC and Harrogate conference centres as well as other major Corporate firms such as the lawyers Eversheds.

The technology used is demonstrably 'Best in Breed' and the Company prides itself on its 'Ease of Use' and 'Customer Experience' as well as the Robustness of its service coupled with the lowest 'Overall Cost of Ownership'.

### **Candidate Profile**

- Self starter needing little guidance.
- Understanding of the sales process.
- Experience of working on detailed proposals.
- Ability to quickly prioritise tasks and meet deadlines.
- Obvious clear communication skills in both written and oral formats.
- Ability to work as part of a small team where team resources are limited.
- Ability to prepare sales reports and detailed quotations.

### **Knowledge/Skill set requirements**

- Basic knowledge of the general concepts of the internet, networking, data transmission (or proven ability to learn).
- Probably educated to Degree level.
- Full demonstrable skills in Excel, PowerPoint, Outlook and Word.
- Knowledge of working with a CRM system.

### **Responsibilities**

- Handling incoming sales enquiries.
- Appointment making for the Account Managers.
- Generating marketing campaigns.
- Maintaining the CRM database.
- Generating quotes and proposals.
- Running Sales reports and statistics.

### **Location**

Airangel are based in Warrington (Cheshire) and it would be an advantage if the Candidate were to be locally based. However, the position demands extensive travelling and therefore any location will be considered where easy access to an Airport is available.

### **Remuneration**

The total package will be open to negotiation based on the experience and capability of the candidate.

### **Next step**

In the first instance, please email a copy of your CV in word or PDF format to [gemma.sponcer@airangel.com](mailto:gemma.sponcer@airangel.com) outlining the position you would like to be considered for.