

Key Account Manager Newbuild/Property Team

Based in London

Mobile in terms of daily meetings

Assigned accounts and remit in sales targets/process

Hyperoptic is the largest 1 Gig residential broadband provider in the UK. Over the past 5 years we've grown from a small team of people with a simple idea, to a larger group of people executing the idea with a simple focus – efficiently bringing 1 Gig broadband to urban areas across the UK.

As we continue to evolve our strategy we are looking for people who believe in reliability, intelligence, zeal, and excellence. If you're looking for an exciting challenge that is rewarding and enjoyable then read on....

The mission

Hyperoptic is more than just an internet service provider; it also installs its own fibre infrastructure into multi-occupancy residential and commercial buildings, bringing the UK's fastest internet speeds to users. Your mission will be to work with key accounts and identify Property Stakeholders and Owners as well as multi-disciplinary teams so that Hyperoptic can be delivered to more new home developments around London and the UK.

Experience

You will need to be highly motivated and confident. You will be responsible for identifying target sites and doing whatever it takes to make Hyperoptic successful. You will be a part of a hardworking, dedicated team and will play an integral role to our overall company success. You will be able to demonstrate where you have identified new business development opportunities and how you have used your commercial acumen in the past. You will be proactive in your approach and have great attention to detail with an innate ability to manage and interact with the sales database.

Reporting Line

Reporting to the Head of Property you will become the person who helps Hyperoptic grow across London and the South East.

Responsibilities and duties will include:

- Account management and planning
- Identifying additional target developments and engaging directly with relevant stakeholders including developers, freeholders and M&E consultants.
- Lead generation, relationship development and management.
- Responsible for managing workflow and projects through the online management system.
- Detailed reporting to Head of Property.

Person specification: (Essential and desirable)

- ✓ Ability to communicate with people at all levels
- ✓ Confident presentation skills
- ✓ Understanding of property development process
- ✓ Attention to detail
- ✓ Existing links in the business and development communities
- ✓ Good commercial acumen and ability to 'think outside the box'
- ✓ Proven business development experience
- ✓ Demonstrable negotiation skills
- ✓ Knowledge and Experience of Commercial Freehold or Leasehold Property
- ✓ Digital native attitude

Hyper Standard: RIZE Values

Value	Reliability	Intelligence	Zeal	Excellence
Principle	Deeds are more important than words	Use your brain at every opportunity	Demonstrate passionate determination	Quality separates us from the competition
Behaviour	Do what you say you will to customers, stakeholders, and colleagues	Overcome challenges, ask questions & consider alternatives.	Go above and beyond to make things happen	Double check work & don't make the same mistake twice

The successful candidate will be offered a remuneration package which includes a base salary and a commission plan with payments being earned at milestones in the sales process which will ensure that the successful candidate achieves their financial as well as professional goals.

If this role is of interest and you believe you've got what it takes to be a part of a fast-paced and energetic business, we'd love to hear from you.

Please send us your CV: jakalounge@hyperoptic.com