



Sales & Business Development

A successful sales team is absolutely fundamental to business success. Sales at Vodafone are more than you might expect; consumer sales are only the half of it. You'll also work with our thriving Enterprise team to sell and embed complex communications solutions for our business customers.

You'll be responsible for spreading the word about our fantastic product and service offerings, on building long-term relationships with customers rather than hitting one-off targets. You could work closely with customers, acting as an all-round business consultant to identify how they can make their business more profitable.

Having developed a breadth of negotiation, analytic and operational skills and benefitted from broad sales exposure over two years, you'll be ready to move to core customer roles.

Your placements

Year 1

2-month retail placement in one of our stores

Two 5-month placements in Sales Operations

Year 2

12-month placement in Sales Operations

What Next?

We will support you in securing a more senior, permanent role within the company

Examples of placement areas

National Accounts

Business Change

Commercial Analysis

Sales

Major Deal Support

Telephone Accounts

Project Management

Analytics

**Where?**

Your placements may include one or more of the following sites.

- Manchester
- Glasgow
- Newbury
- Stoke-on-Trent
- Newark

Or could be field based.