

# CANI GROUP IS GROWING! BE A PART OF THE CANI PHENOMENON!

**BASIC SALARY**  
**£13,000 - £18,000**  
**+**  
**GENEROUS**  
**COMMISSION**

We even offer gas and electric supplies to our clients to complete the total service.

Cani has over 25 combined years experience in communications and with this Cani has the resources to ensure every business customer will receive a full consultancy service to ensure that the solution we put forward is best suited to there requirements.



Cani Group is expanding at a phenomenal rate. Founded in 2009 from the back bedroom of Shaun Gordon's home in Stafford, the company has grown from strength to strength and is now recognised in the telecommunications marketplace as a leading organisation having won many independent dealer awards.

We achieve this by being totally independent of manufacturer and distributor so are able to choose the right product and service to synergise with the clients business and then continue this relationship through ongoing support including account management.

## **A RARE CAREER OPPORTUNITY**

"My vision is to move Cani Group to the next level and I recognise that this cannot be done on my own. Now is the right time to join Cani Group because not only can you learn about business to business sales but you will learn the ability to talk to business owners on a different level and fully understand their business issues and how you can help.

## **ABOUT**

Cani Group is a total communications company that specialises in business mobile phones, landlines, broadband, telephone systems, hosted VOIP, vehicle tracking, data solutions and services, VPN and network connections but to name a few.

**OPPORTUNITY STARES YOU IN THE FACE USUALLY ONLY ONCE IN A LIFETIME, MOST PEOPLE ARE TOO BLIND TO SEE IT!**

You will also be advancing your career and gaining NVQ qualifications should you wish to do so. Anybody who joins our business will form part of our future management infrastructure and will grow with the business"



## NOT JUST A TELESales ROLE. EVERYBODY GROWS

Cani Groups has five sales grades.

### SALES 1: S1

This is a trainee lead generation role where somebody with no sales experience can begin a lucrative career in the telecommunications industry.

All S1 will complete a comprehensive two week telesales induction course.

Once the S1 has completed the induction course the S1 will be able to professionally make calls to any business in the UK and explain clearly and concisely why we are different to any of the other telecommunications companies in the marketplace.

S1's will give factual and logical business reasons why they should let us look at their bills.

Once the bills have been received from the client, the S1 will then pass the bills over to an S2 for analysis and then the client will be sent a proposal.

S2's are responsible for mentoring S1's to S2 level, they will be coached until they are proficient at analysing bills, quoting and sending proposals themselves.

### SALES 2: S2

This is a New Business Sales Executive role, S2 will still be generating their own leads from calling customers just the same as an S1 with the added benefit of dealing with the generated leads from an S1.

Once a customer has sent the bills to us it is an S2's responsibility to analyse these bills and put together a proposal for the customer which shows business benefits and cost savings. The S2 will also be responsible for account managing the business accounts they have won through quoting.

### SALES 3: S3

This is still a New Business Sales Executive role, but with the added skill set and responsibility of mentoring S2's plus also delivering large classroom based training sessions to S1 & S2's.

### SALES 4: S4

Sales Manager Role. The S4 will lead a team of 15 sales staff, responsible for leading the development and implementation of all marketing programs and strategic sales activities.

Also in command of ensuring that the companies and their customer goals are aligned and met.

### SALES 5: S5

Manager / Sales Director the S5 will play a leading role in running a successful branch by making the right choices to deliver excellent results and achieve retail goals.

Responsible for the profitability and maximisation of return on capital employed within the branch.

## APPRENTICESHIPS

Cani Group is looking for new Apprentices between 16-24 to join our growing IT Communications Business. We offer a full comprehensive induction course as well as nationally recognised qualifications.

### PAY

Pay starts at £2.68 per hour or £400 a month + a realistic commission earning of £1000 per month.

### COMMISSION

After you have completed your initial 2 week Telesales Induction Course, you will be ready to earn a very realistic minimum of £500-£1000 a month just in commissions alone and within your first 30-60 days of your Apprenticeship.

### QUALIFICATIONS

All Apprentice's will be enrolled onto our Advanced Telesales Account Management Course (1 Year)

All Apprentice's will be enrolled to a Customer Service Course (1 Year)

