

aspiration

★ **AMBITION** ★

INDUSTRIOUSNESS

.....

SALES

ACADEMY

◆ EXPONENTIAL-E ◆

exponential-
APPLIED INNOVATION



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Exponential-e is an award-winning, privately owned British Cloud and Connectivity provider. We pride ourselves on delivering super-fast, low latency Connectivity, flexible and resilient Cloud solutions and world class IT Services.

Innovation is at the core of Exponential-e and has been since our inception in 2002. It is supported by our UK based 24/7 x 365 customer service desk to deliver a non-stop compute platform for our clients.

Our Cloud infrastructure is fully integrated with our 100 Gigabit Carrier-Class Ethernet Network utilising premium grade enterprise compute

Our closely integrated Cloud-Network model has helped hundreds of organisations seamlessly transition to the Cloud – and we firmly believe that “Your Cloud is only as good as your Network.”

Quite simply, we deliver ‘Peace-of-mind-as-a-service’.

Our services



Connectivity



Cloud



Unified Communications



Data Centre



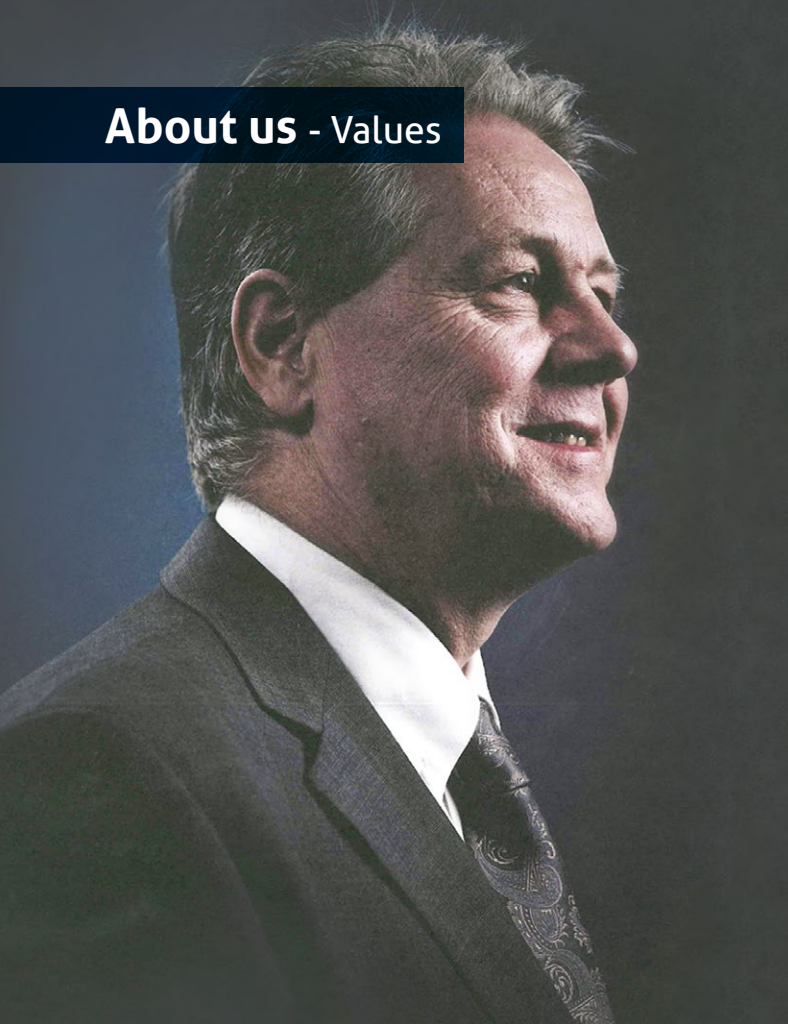
Security



IT Services

Our awards





Mission Statement

"Achieve the status whereby Exponential-e 3.0 is formally acknowledged among our peers, competitors and clients as the most advanced and innovative business technology enabler in the world.

A world-class company...

Lee Wade - CEO

Brand Values

SMART & CAPABLE

Our work, service and our people.

STRONG

Confident, robust, steady-fast;
Our people and our technology.

INTEGRITY

Trust, honesty and honour in all relationships.

APPROACHABLE

Friendly, service orientated and committed.

INNOVATIVE

Constantly dynamic in everything we do
and in all areas of our business.



PRIDE

PERSONAL

Ambition to be the best that I can be.

RESPONSIBILITY

Doing the things I say I am going to do.

DELIVERING

The customer is at the heart of everything I do.

EXCELLENCE

Going above and beyond.

*L'esprit de corps
@Exponential-e*

[e-spree duh kawr]

A strong sense of enthusiasm
and dedication to a common goal
that unites a group of people



Exponential-e has earned the trust of 2,800+ business by delivering world class customer service, innovation and technical expertise. When you join the Academy you will be part of the Exponential-e's world class team, delivering excellence to our customers.

Our Core Credentials

- € Customer Service Excellence is our No.1 priority - supporting over 2,800+ customers and with 96% referenceability.
- € We work to International Management Standards with 7 BSI ISO Accreditations.
- € London Stock Exchange's Top 1000 Companies to Inspire Britain.
- € Dun & Bradstreet Accredited No. 1 status.

Brand Promise

**Constantly exceed expectations
with innovational service**

Our accreditations



**Middlesex
University
London**

**WE ARE
MACMILLAN.
CANCER SUPPORT**



Culture Club

"If I could describe Exponential-e in one word it would be *welcoming*".



"When it comes to the Sales Academy, one thing that really jumped out at me has been the fact that we've been able to transition people that have come from a non-sales background into a career that really helped them develop and strive for success."



"If I could describe Exponential-e in one word it would be *passion*".



"My proudest moment is actually coming to work for Exponential-e"



"I am most proud of working with a fun, friendly and hardworking team."



"If I could describe Exponential-e in one word it would be *dynamic*".



"If I could describe Exponential-e in one word it would be *awesome*".

"I am most proud about my personal development, moving from a retail job into Exponential-e"

The Sales Academy

**Ambitious?
Industrious?
Aspirational?**

Our Sales Academy programme allows candidates of any age, background or experience the opportunity to progress into a successful sales career.

The Exponential-e Sales Academy has a proven record of producing high-calibre sales professionals, many of whom have gone on to have successful careers in sales and management.

The Academy receives the personal backing of our CEO, Lee Wade, who created the programme in 2008.

We now have an established and proven development programme with award winning external training providers and the brightest in-house thinkers.

Sales Executives are given dedicated coaching, mentoring and support from the Academy Manager, our top sales people and the marketing team.

They will work closely with previous success stories from the Academy Programme now working in sales management and senior corporate sales roles.

We pride ourselves on creating a team focused fun environment with team building activities. In the past these have included: paintballing, bowling, celebration lunches and social events.

Combining training from industry experts, group projects and on-the-job learning, our intensive eight-week programme will teach executives how to qualify leads, make cold calls, negotiate and close deals and provide them with a strong understanding of the company and industry - everything they need to hit the ground running!

"I studied international relations and politics at university and was convinced I'd work for the foreign office after."



But as final year came around, I started to consider other options, one of which was sales. I'm glad I did! Working in sales allows me to dictate my own future as there are no boundaries - if you hit your targets - you get rewarded and recognised. I don't think I would have had the same opportunity working in the public sector."

Eric Ascott - Channel Partner Manager (Sales Academy 2008)

The Sales Academy



"We are extremely proud of the success of the Exponential-e academy and the further achievements of the team over the years. Many of these individuals are now key members working in both sales and management roles contributing and performing to excellent standards.

Our academy team have gone on to receive numerous accolades and awards, including, "Sales Outstanding Performance" (many times), "Directors Award for Outstanding Contribution to Sales" and "Best Sales Order". They have successfully exceeded targets and won places on our 120% club annual trip. I am confident of the continued success of the academy."

John Kyrillou - Sales Director

"The sales academy gives people from any background an opportunity to learn, develop and become world class sales executives."

Chris Yerrill - Academy and Sales Enablement Manager

To hear more from Chris please watch the Sales Academy video on our website: <http://www.exponential-e.com/academy>



Hear from our Team



"When I started in the Academy, I did not have any background knowledge- my degree was in criminology- so the Academy nurturing process provided a great springboard for the future. A big thank you to Chris Yerril for his mentorship and patience- I asked some silly questions!"

Callum Gallie - Youngest sales person to have achieved £1M in margin in 2016 (Sales Academy 2013)



"Going through the Academy programme gave me a solid platform across different skill sets. Having that grounding was key as this was my first **proper** job. For those in the Academy, I would advise to keep at it. Everything will start to fit into place. Don't expect it to happen overnight."

Rudi Iwanczuk - Sales Executive (Sales Academy 2016)

"The Academy has built my confidence in business to business sales & service. The Academy has taken some of my natural qualities (work ethics & communications skills) and married them with an understanding of sales strategy, technical knowledge and presentation skills. My advice to those in the Academy is look around you, see what is working for others and try to incorporate that into your own activities. Exponential-e is looking for strong characters willing to learn so push yourself and the gaps in your knowledge will be filled whilst on the job.

Cornel Grant - Client Relationship Manager (Sales Academy 2010)



Hear from our Team



"Don't be put off if you have no sales experience or technical knowledge. I didn't have either before joining Expo-e. However the Sales Academy gave me the skills and support I needed and now I feel so much more confident."

Lucy Cook - Sales Executive (Sales Academy Manchester 2016)

What was the most enjoyable part of the Sales Academy?

Getting my first deal!

What was the most challenging part of the Sales Academy?

Understanding the technology and booking meetings

What is your greatest achievement in your career at Exponential-e so far?

Winning the tender for National Union of Teachers. This contributed to buying my first property.

What is your advice to those thinking of joining the Sales Academy?

Keep calling!

Shasa Colson - Enterprise Sales Executive (Sales Academy 2014)



As you started your career at Exponential-e as part of our Academy, how would you say this has contributed to your success and what is your advice for those currently in the Academy?

The academy process starts introducing effective habits as soon as you walk through the door, focusing on everything from your personal presentation all the way through to technical innovation and business acumen. In order to be successful, you need to keep an open mind, relish all the challenges in front of you and ensure you work hard.

What is your greatest achievement in your career at Exponential-e so far?

Being provided a platform in order to lead a team and share my experience. That shows the company believes in my values and trusts me in the development of others.

What is your advice to those thinking of joining the Sales Academy?

Go for it! I made the move to Exponential-e's Sales Academy from the North East which was big for me at the time - I have never looked back and still get a tremendous amount of support towards my personal development and career.

Harry Robson - Sales Manager - Direct Sales (Sales Academy 2009)



How do we recruit

Are you keen to kick start your career in Sales?

Want to earn in excess of £100,000pa after just three years?



The Sales Executive role

- Work on new business opportunities for one of the UK's leading ICT and Networks solutions providers.
- Enjoy the benefits of selling products that are leading edge, continually evolving and widely recognised as being the best in their field.
- Develop opportunities in target markets with full marketing support.
- Work the full sales cycle, supported at all times by relevant mentors and dedicated internal resources.
- Be given a rare opportunity to gain fast-track entry into one of the fastest growing and most rewarding market's in the UK today.
- Be rewarded with an uncapped commission scheme where you determine your earnings through your own hard work.



What you'll need to succeed as a Sales Executive

- A desire to earn financial recognition for successful performance.
- A can-do attitude, high achievement drive and a natural aptitude for sales.
- Hard working with excellent communication skills.
- Experience of working in a sales environment is not essential. It is the desire to be successful and receive the rewards this brings that is important.

Recruitment Process

1. Head to our website and register your interest in the Exponential-e Sales Academy <http://www.exponential-e.com/academy>.
2. In touch - a member of the Recruitment team will call you to discuss your experiences and suitability for the Academy.
3. If you are a potential for our Sales Academy you will have the opportunity to join us for our assessment day.
4. On the assessment day you will be asked to complete individual and groups tasks designed to identify strengths, development areas and core skills.





www.exponential-e.com



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ISO
9001
Quality
Management

ISO
14001
Environmental
Management

ISO/IEC
20000-1
Information
Technology Service
Management

ISO/IEC
27001
Information Security
Management

CSA STAR
Cloud Security

ISO
22301
Business
Continuity
Management

ISO
50001
Energy
Management