



Sales Mate Recruitment Pack

2008-2009

Email: jobs@surfmate.co.uk

Confidential



Thank you for applying to become a Sales Mate!

Join us and help shape the future as we bring mobile broadband to each and every part of the UK! Please take a few moments to read through and complete this short application pack. Once completed, it can be brought along to interview.

Background Information

Company Description

Mobile broadband is really making waves as the hottest new product on the market. In fact, it's so popular that it's helped our partner, 3, to become the UK's fastest growing internet service provider.

Main Responsibilities

We're looking for sales professionals to help us sell mobile broadband direct to the consumer.

Skills and Experience

You're presentable and energetic, with a consultative, helpful approach that's perfect for advising our future customers about the best mobile broadband for their home and for when they're on the move. As a Sales Mate you'll be an important part of the Surf Mate team. Keen to improve your already excellent presentation skills, you'll make the most of the world-class training that we provide.

Benefits

Surf Mate is a youthful, fun, business and we're offering a basic salary, excellent commission earnings, laptop, phone and the opportunity for fast track promotion to team leader, area management and beyond.



Join us today

- Interested? Please continue to apply today ...

Section One - Relevent Experience

Please help us to process your application by answering the following quick questions ...

Basic Skills (* Please use one sentence answers)

How much / many years sales experience do you have?

Answer here ...

What do you find most enjoyable about the selling process?

Answer here ...

What do you think the most important personal qualities are for a Sales Mate?

Answer here ...

What do you feel is more important? Good selling or Good aministration?

Answer here ...

Being Practical (* Please use one word / sentence answers)

Do you own or have access to a car?

Answer here ...

How computer literate are you? (packages etc)

Answer here ...

How do you feel about working outdoors for long periods?

Answer here ...

Section Two - Equal Opportunities

Please help us by providing all the details we need to progress your application ...

| | |
|--------------------------------|--|
| FULL NAME | |
| Date of Birth & Age | |
| Sex (Male / Female) | |

1. ETHNIC ORIGIN

The groups listed below are based on the ethnic categories used in the 2001 Census, and have not been created by Surf Mate. We appreciate that some people may prefer to classify ethnicity by reference to a different description. Place an X next to your choice.

| | | | | | | | |
|--------------------------|-------------|--------------------------|-------------------------|--------------------------|--------------------------|--------------------------|--------------|
| <input type="checkbox"/> | British | <input type="checkbox"/> | English | <input type="checkbox"/> | Scottish | <input type="checkbox"/> | Welsh |
| <input type="checkbox"/> | Irish | <input type="checkbox"/> | White / Black Caribbean | | <input type="checkbox"/> | White and Asian | |
| <input type="checkbox"/> | Indian | <input type="checkbox"/> | Pakistani | <input type="checkbox"/> | Caribbean | <input type="checkbox"/> | |
| <input type="checkbox"/> | Bangladeshi | <input type="checkbox"/> | African | <input type="checkbox"/> | Chinese | <input type="checkbox"/> | Other |

For '**other**' please specify here

2. DISABILITY

A disabled person under the Disability Discrimination Act 1995 is described as anyone with “a physical or mental impairment which has a substantial and long term adverse effect on his or her ability to carry out normal day-to-day activities”.

This definition can be broken down to help explain the meaning of disability.

| | |
|--|---|
| <ul style="list-style-type: none">Physical impairment | examples would be blindness, deafness, paralysis of a leg, heart disease and progressive conditions |
| <ul style="list-style-type: none">Mental impairment | includes an impairment resulting from or consisting of a clinically well recognised mental illness. |
| <ul style="list-style-type: none">Substantial | put simply, this means the effect of the impairment on ability to carry out normal day to day activities is more than minor or trivial. |
| <ul style="list-style-type: none">Long term | has, or is likely to last at least 12 months. |
| <ul style="list-style-type: none">Normal day to day activity | i.e. normal for most people, and carried out on a regular basis, for example, washing, eating, catching a bus or turning on a television. |

Do you consider yourself to have a disability? **Yes** **No** (delete as appropriate)

If yes, please provide details of your disability and specify any adjustments we could make to accommodate your needs.

3. WORKING IN THE U.K.

Do you require a work permit to work in the UK? (delete as appropriate)

Yes **No**

4. MARITAL STATUS

Are you? **Married** **Unmarried** **Same sex civil partnership** (delete as appropriate)

5. RELIGION OR BELIEF (delete as appropriate)

Are you? **Anglican** **Catholic** **Presbyterian** **Other Christian** **Buddhist** **Hindu**
 Jewish **Muslim** **Sikh** **Other Religion/Belief, please specify**

6. SEXUAL ORIENTATION

We believe that it is helpful to gather this formation for the purpose of statistical analysis. Although analysis will be more effective if everyone provides a response, we appreciate that this is a sensitive and personal question and therefore please be aware that your response is voluntary.

Are you? **Heterosexual** **Lesbian** **Gay** **Bisexual** **Transsexual** (delete as appropriate)

7. CARING RESPONSIBILITIES

Do you have any care responsibilities for anyone?

Yes **No** (delete as appropriate)

If 'Yes' are they?

Please sign here _____ Date _____/08

- Please complete and bring along to your interview