

TELESALES EXECUTIVE

Are you a persistent, sharp minded individual who enjoys hard work and hitting targets?

Join a team of like-minded professionals to promote our amazing range of products.

This is a great chance to be a part of a dedicated and reward motivated team.

There is opportunity for career progression within this successful business.

Responsibilities

Make outbound cold calls to identified target companies to promote our PPE, Corporate Wear, Uniforms and Traffic & Site products

Achieve a minimum of 100 outgoing calls per day

Identify customer needs by asking relevant questions

Report progress to Sales Managers by updating a spreadsheet on a daily basis

Recognise sales opportunities and pass to the relevant Sales Manager for action

Pass customer enquiries to the relevant Sales Manager to prepare a quotation

Send customer quotations approved by the relevant Sales Manager as required

Answer incoming calls and establish customer needs and record them for appropriate action

Build relationships with customers to build rapport for repeat business

Contact existing customers to check their satisfaction with the service and products and as the business develops contact any lapsed customers

Manage and feedback information on any campaign or promotions as required

Update customer information to our computer system on a daily basis

General office duties as required by the company

Requirements

Telesales experience

An enthusiastic attitude and a fast learner

Experience using Microsoft office

Initiative to research and develop new leads

A confident and polite telephone manner

Package

£16000 per annum

2% commission on all completed sales

Free Parking

Opportunity for career progression within a lucrative business