



## **Telesales Executive**

Location: **Cambridgeshire**

Type: **Full Time / Permanent**

Salary: **£19,000 - £25,000 per annum** plus bonus

### **Overview of the Role**

To maximise the effectiveness of the Sales Executives by producing high quality appointments and working as a team towards agreed set targets and profitability goals.

### **Key Responsibilities**

- Identify opportunities, produce leads and book appointments for the sales team with the emphasis on high quality
- Making calls using information gathered from the company CRM
- Researching and calling prospects to gather information and identify opportunities
- Follow up on marketing campaigns and leads generated from exhibitions
- Proactively promoting our offerings to existing, new and historic customers through regular telephone updates, focused telemarketing and other promotional campaigns when required, as well as following up lost sales.
- Ensuring the CRM database is kept up to date and that all customer details are correct.
- Regular contact with all field based sales team.
- Liaising with sales management ensuring they are kept fully informed of all sales lead generated and achievements.
- Using initiative to follow up with sales people and/or customers to ensure we maximise our sales potential.
- Creating weekly report activity levels.
- Supporting Marketing with Social Media activity.

### **Person Specification**

#### **Essential Experience**

- At least 2+ years' experience working in a Telemarketer role
- Strong verbal communication skills
- Strong telephone manner
- Able to communicate with a wide range of people
- Experience working with bespoke databases as well as good Microsoft Office skills

#### **Desirable Experience**

- At least 2+ years' industry related experience

### **Skills/Knowledge/Understanding**

- Strong sales and negotiation techniques.
- Evidence of successful target achievements
- Excellent customer service approach.
- Excellent listening skills and clear concise verbal and written skills.
- Ability to self-generate opportunities.
- Excellent time management and organisation skills.
- Good attention to detail and accuracy.

### **Personal Attributes**

- Enthusiastic, motivated, driven, approachable and honest
- Love achieving and exceeding targets
- Ability to develop relationships at senior level
- Thrive on making high volume of outbound calls, contacts and conversions per day

### **Benefits**

- Salary of between £19,000 - £25,000 per annum
- Annual leave starts at 31 days (inclusive of Public Bank Holidays) per annum and increases with service.
- Flexible working options
- Auto enrolment into Pension scheme
- Uncapped bonus scheme

### **Place of Work and Working Hours**

- Head Office: St. Ives,
- Monday-Thursday 8.30am-5:00pm, Friday 8.30am-5:00pm

### **Target & Commission Plan**

- Details of targets and Commission Plan will be provided in interview

### **Appraisal**

- A Company performance appraisal will be conducted yearly. Weekly sales meeting will take place with directors to monitor objectives and targets.

### **Probation**

- This position is subject to a satisfactory 6 month probation period

360 Group values diversity and is committed to equality of opportunity.

The Company has a responsibility to ensure that all employees are eligible to live and work in the UK.

The successful applicant will be required to undertake a Disclosure and Barring Service (DBS) check, in order to make a safer recruitment decision.