



Telemarketing Executive

Role:	Mobile and Cloud- Based Hosted VoIP Communications
Location:	Manchester
Salary:	£16,000 to £20,000 + (Uncapped) per Monthly Bonus
Duration:	Permanent

Overview:

Due to continued growth we are seeking 1 x New Telemarketing Executives to join our team to be based at our offices in Greater Manchester. We specialise in Mobile Voice and Cloud-Based Hosted VoIP Communications in SME and Corporate Accounts.

The successful candidates will be identifying opportunities and generating sales opportunities through high volume outbound cold-calling to generate interest in our products and make appointments for field based sales team. The field sales team will then go on to sell in services to across our range of small and medium sized (SME) businesses.

Disposition/Personality

- Determined
- Enthusiastic
- Team Worker
- Reliable
- Sociable

Type of Person (Motivational Profile)

- Self-motivated
- Achievement Orientated
- Ability to use own initiative
- Ability to perform effectively when there are pressure peaks
- Sets high standards and consistently achieves them

Skills and Experience Required:

- Demonstrable experience of proven B2B Telemarketing experience within an office based environment; Tele marketing experience.
- Evidence of achieving success through working to strict 'key performance indicators' (KPI's) and of exceeding targets
- Confident and articulate with excellent communication skills; verbal and written.
- Able to work on a computer.

Key Responsibilities:

- Contacting businesses using data provisions to feed field sales team with new business sales opportunities via diarised appointments.
- Effectively following up on prospect data, Outbound leads and to build up and nurture a long-term pipeline of sales opportunities
- Ensure all key details - decision makers, correct information and contractual periods are updated on ALL leads where possible.
- Drive own activity to continually achieve desired KPIs.
- Adhere to the 'Telemarketing Structure' so as to always maintain a professional approach & maximise conversion ratios.
- Effective utilisation of data and CRM/database to update/record accurate details about clients and prospects.
- Work closely with our sales team where required within the company to ensure success in delivering a quality service to our clients.

Got what it takes?

Apply now to be considered for an immediate interview. (Sales@SmileTelecoms.co.uk)