

Telesales Executive



A chance to join a fast paced sales team that is achieving significant year-on-year growth. Due to extensive demand we are now looking for a Telesales Executive to generate new business opportunities through high quality and consultative outbound calls, speaking to decision makers and organising face-to-face meetings for ICH Business Development Managers. This role offers stability, job security and career progression opportunities.

Based in;

Pudsey, Leeds.

Salary Expectations:

Competitive.

Benefits:

- 20 days holiday rising to 25 after 1 years' service in addition to bank holidays.
- Workplace pension scheme.
- Generous commission structure.

Duties & Responsibilities;

- Ensuring KPI's are met individually and as a team. Maintenance specific pre planned meetings are required per calendar month.
- Ensuring meetings are qualified before scheduling sales managers.
- Maintain a high frequency of monitored calls to potential clients.
- Ensure diaries are well organised and effective time management.
- Understand the customer base and its competitors in specifically designated areas.
- Follow strategies implemented to guarantee success and growth of the business.
- Developing and maintaining customer relationships with retention over the phone.
- Disciplined use of CRM system, communication and customer management.
- Handling customer complaints and enquiries.
- Analysing your own sales data to ensure development of new business pipelines.
- Managing your own workload whilst meeting deadlines.
- Keeping our job management and costing system fully updated at all times and logging of new opportunities.

For more information you can visit <http://bit.ly/ICHTelesalesExecutive>

Suitable applicants to apply via email including a CV to,

careers@ich-services.co.uk