



Vacancy

JOB TITLE

Telesales Executive

DEPARTMENT

Sales

An exciting opportunity has arisen for a Telesales Executive who will be responsible for developing B2B appointments with new and existing customers.

LOCATION

Office based, Camberley, Surrey. Hours 9am to 5.30pm, Monday to Friday.

MAIN PURPOSE OF JOB

- This is a vital role contacting business decision makers to generate appointments
- The focus will be on quality and quantity of calls
- Cleanse and verify data for e-shot campaigns
- Complete all relevant fields on CRM for reporting purposes to qualify the lead
- You will be working towards specific and achievable targets
- This is not a hard sell role, but you will be expected to develop business and meet targets

MAIN RESPONSIBILITIES

- To source and arrange appointments for the New Business Development Managers
- Achieve personal daily and monthly targets
- Work closely with the New Business Development Managers, Sales Support and Directors to achieve closure on new accounts
- To achieve pre-determined personal and team targets
- Update CRM with information from calls on an accurate and timely basis

KEY ATTRIBUTES OF THE ROLE

- Minimum of six months' telesales experience
- An understanding of a CRM system is desired but not essential as training will be given
- Skilled at building rapport
- Proactive
- Outgoing and enjoys relating to others
- Personal confidence, professional and self-belief
- Takes ownership of actions
- Efficient
- Maintain a customer focused approach at all times



www.icscomms.co.uk

info@icscomms.co.uk

FURTHER INFO AND TO APPLY:

Sue Maguire
Sales Support Manager

01276 539 329
sue.maguire@icscomms.co.uk
www.icscomms.co.uk

Closing date: 30th November 2017