

Ambitious international Tech company is looking to recruit a **Telesales Executive** to join their Inside Sales team. This is an excellent opportunity for a recent graduate with very good telephone manners and some cold calling experience to join a dynamic team where talent will be recognised. As a Telesales Executive, your main responsibility will be to make appointments for the areas sales managers across the country. You will develop the clients' database by cold calling professionals from the construction sector. The role will evolve towards an Inside Sales Executive. The Telesales Executive will report to the Inside Sales manager.

Our client offers WFH days.

**ROLE:**

- Sourcing new sales opportunities, cold calling potential clients and making appointments for the sales area manager (cold calling will be required)
- Understanding and qualifying client's needs and requirements
- Inputting information onto CRM and making sure of the relevance of the information
- Cleaning the CRM on regular basis
- Working with the area sales managers updating the CRM with visits information

**PROFILE:**

- **Previous cold calling experience** in a B2C or B2B environment as a Telemarketing, Telesales or Sales Executive
- Proven track record of successfully meeting sales quota over the phone
- Cool-tempered and able to handle rejection
- Target driven
- Previous customer service experience and excellent telephone manners
- Strong communication skills as well eye for the details, and natural curiosity.
- Good IT skills or previous use of CRM

**SALARY:**

- Basic c£25pa according to skills and experience + commission
- Benefits include pension, medical insurance, 25 days holidays