

Ambitious international Tech manufacturing company is looking to recruit an **Inside Sales Executive** to join their Inside Sales team. This is an excellent opportunity for a SDR or a graduate with very good telephone manners and cold calling experience to join a dynamic team where talent will be recognised. As an Inside Sales Executive, your main responsibility will be to make appointments for the areas sales managers based in South London and Scotland. You will develop the clients' database by reaching out to professionals from the construction and housing sectors. The Inside Sales Executive will also be involved in project management and quoting tasks and will report to the inside Sales team leader.

Our client offers 2 WFH days.

ROLE of the Inside Sales Executive:

- Sourcing new sales opportunities, prospecting for potential clients and making appointments for the sales area managers (cold calling will be required)
- Understanding and qualifying client's needs and requirements
- Accurately 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
- Calculating quotes and managing the follow-up of projects brought by the Area Sales managers
- Liaising with clients regularly to inform them of new products, promotions, events, etc.

PROFILE:

- **Previous sales experience** in a B2C or B2B environment as a SDR, Telemarketing, Telesales or Sales Executive
- **Previous experience of appointment making would be an asset**
- Proven track record of successfully meeting targets over the phone
- Cool-tempered and able to handle rejection
- Target driven
- Previous experience in project management skills would be a plus (skills acquired at university for example)
- Strong administrative skills
- **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 & BENEFITS:

- Basic up to £30k + bonus
- Benefits include pension, **generous travel allowance**, medical insurance, 25 days holidays