

# Telemarketing role



Glamorgan  
Telecom  
Voice & Data Specialists

Celebrating 25 years

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## Job spec

Can you use your sales ability, hard work and meticulous use of a CRM system to generate high quality appointments?

A well established and dynamic technology company based in Cardiff Gate are looking to expand the existing Telesales Executive team.

Your responsibilities will include:

Making outbound B2B sales calls

Identifying and developing new client opportunities in a business to business environment.

Capturing and recording relevant sales information from prospective clients.

Booking meaningful appointments and negotiating appropriate times for your field consultant to discuss our range of services and products.

Meeting agreed sales targets.

Working closely within the company of an experienced sales team, you will quickly gain an understanding of our fast paced and exciting technology sector and how we add value to customers.

For those candidates looking to develop their sales career, this position provides a great platform for future opportunities.

# Candidate requirements

To be shortlisted for this role, you **MUST** be able to demonstrate:

Previous experience within an outbound telesales role in a business to business environment (Minimum 12 Months)

A passion for overachieving sales targets

A professional and confident telephone manner

Excellent organisational skills

Computer literate with a good attention to detail

Creativity and ability to think on your feet

Integrity and reliability

The following skills and attributes would be **HIGHLY ADVANTAGEOUS** although not essential:

Experience within the Telecommunications Industry



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# Salary

Permanent vacancy (following 3 month probation)

Salary: £20,000 basic salary + generous uncapped commission structure

OTE of £25,000 - £30,000

Hours: Full-time hours (Monday to Friday)

Location: Cardiff Gate – CF23 8RD

Benefits: 20 days annual excluding bank holidays, free onsite parking, tea, coffee and canteen facilities, regular staff / team incentives.