

Telesales Executive

We are looking for a Telesales Executive to be based in the Marketing Department, to generate and qualify new marketing opportunities and sales leads for two of our major vendors. We work in the buoyant PC and network security market that offers the right candidate excellent career progression prospects both within Wick Hill and the industry as a whole.

If you are looking for a challenging and rewarding role and have the correct experience please contact us ASAP by email: marketing@wickhill.com

Key Tasks:

- To actively develop, qualify and follow up new sales leads with new and existing clients.
- To follow up agreed mail-shots and marketing activities with prospective clients
- To develop these leads hitting monthly product and revenue targets
- To identify and maximise every sales and marketing opportunity
- To continually update and maintain records of progress in Outlook and Excel
- Take responsibility for the accuracy, integrity and completeness of the database
- To develop a positive and pro-active relationship with the sales team based on mutual respect and trust
- To seek information on competitors, in order to benchmark rates and ensure that our bids are competitive, whilst achieving profitability.

Ideal Qualifications & Experience:

- Must have 1 years previous experience in telesales and target driven environments
- Ability to promote services and maintain product knowledge whilst working to targets and KPI`s
- Confident in sales activity at all levels.
- Articulate, Presentable, Numerate & Literate with intermediate pc skills in Excel, Word and Outlook.
- Must have excellent telephone manner, be enthusiastic, highly motivated and have the ability to work from their own initiative as well as part of a team

Benefits include:

- 25 days holiday
- Good pension plan
- BUPA

If you are a clear communicator with strong admin and Customer service skills and the drive to hit targets please contact us now: marketing@wickhill.com

Direct contact by candidates ONLY. Positively NO agencies !!