



Business communications

essential to you...

# TELESALES EXECUTIVE

Central Boulevard – Solihull

Essential Telecoms is an independent business telecommunications provider delivering a number of different communication solutions to our customers.

We are looking for 2 Telesales Executives eager to join us at our Solihull Based Office.

We want truly passionate and hungry professionals to add value to our growing company. We believe that Developing people is a key factor of success, and as such we provide the successful candidates full training and support on the products that we offer as a business.

**Main Responsibilities:**

- Execute outbound direct marketing calls, updating our shared CRM with the updated information you gather. You will need to identify, qualify and engage the relevant business decision makers, introducing them to our portfolio of products and understanding their business needs and requirements.
- Arrange appointments for our new business managers, with a minimum number of appointments booked, confirmed & completed each day.
- Meeting minimum monthly targets, whilst negotiating and closing prospects from leads generated

**Candidate profile:**

- Enthusiast and outgoing professional
- Excellent communication skills with the ability to converse coherently
- Proactive attitude, self-motivated and eager to succeed.
- Team player
- Able to manage their own time effectively

If you are interested please send your CV to [gary.ray@essential-telecoms.co.uk](mailto:gary.ray@essential-telecoms.co.uk)