



JOB PROFILE

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| Job Title: Telesales Executive | |
| Report To: TBD | Date: 27/06/2018 |
| Location: Unit 2, Edward VII Quay, Riversway, Preston, PR2 2YF | |
| Salary: £16,000 p/a basic with generous UNCAPPED COMMISSION structure | |
| <p>We are looking for a hardworking, target driven, confident and experienced telesales executive to join our rapidly expanding Energy Business.</p> <p>As a telesales executive you will be personally responsible for generating business leads through cold calling and closing the deals. The role is target based with the aim to proactively promote and sell gas and electricity products to both B2C and B2B prospects.</p> <p>You will also be responsible for contacting our existing customer base and persuading them to renew their contracts, as well as contacting potential customers that move into properties supplied by PFP Energy.</p> <p>As you will be selling for both B2C and B2B, you must be able to adapt your sales pitches appropriately for the type of prospect/customer you are dealing with.</p> | |
| Key Accountabilities | |
| <ul style="list-style-type: none">• Respond to inbound sales enquiries by email and phone• Contact customers to re-instate direct debits• Updating sales leads in the in house sales system• Outbound sales calls to existing customers• Cold calling potential new customers• Manage call backs effectively• Identify and proactively pursue all sales activity• Explain products and prices to potential customers• General admin duties• Cover responsibilities of team members when required.• Any other duties that may be required. | |

Skills/Knowledge/Experience

- Excellent telephone manner
- Strong persuasion and negotiating skills
- Confident and driven
- Excellent communication skills
- Identify sales opportunities
- Ability to make contact with decision makers
- Ability to close sales from leads provided
- Administration and IT skills
- Confident in MS Word, Excel & Outlook
- 1 year experience in a targeted telesales role
- Customer service experience
- Experience of working to and exceeding targets
- Efficient in MS Office

Benefits

- Significant OTE potential
- Job Type: Permanent/full time/part time/shifts
- Excellent working environment
- Great career opportunities
- 22 Days leave plus 8 bank holidays
- Pension plan
- Free tea and coffee making facilities