

Career Opportunity

Job Title: Telesales Executive
Vacancy Ref: 10/207
Grade: Support Delivery
Dept: Sales
Location: Milton Keynes

Job Purpose: To achieve revenue and performance targets for sales of existing and potential new Testing products and the ability to cross sell our entire portfolio.

Key Result / Areas:

- Outbound and proactive telesales to warm leads;
- Generate new business & sales opportunities via cold calling.
- Respond to incoming sales enquiries;
- Update and maintain sales database, ensuring actions are set when required;
- Achievement of all revenue and performance based targets including Opportunities
- Maintain an up to date knowledge on the service being sold
- Qualify all Leads, liaise with customer to establish requirements and convert to opportunities

Dimensions/Key Performance Indicators:

- Revenue vs target
 - Productivity target – calls & conversions
 - Conversion of enquiries to sales
 - Lead time – follow up rate
 - Qualified Appointment Booking
 - Marketing Campaign Metrics
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Candidate Specification:

- Able to understand the range of services offerings and interpret customers requirements - Must have proven proactive telesales experience
 - Must demonstrate a proven track record in generating leads/revenue through cold calling
 - Proven ability to work to, and meet sales targets.
 - Excellent telephone interpersonal skills
 - Organised, efficient and methodical
 - Proven client focus
 - Ability to construct effective solution and quotations
 - Organised with excellent administration skills.
 - Working experience of windows based IT tools & Sales force
 - Strong communication skills and good telephone interpersonal skills
 - Enthusiastic
 - Desire to succeed and progress
 - Team player
 - Disciplined
 - Self motivated & driven
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Contact:

Please forward CV with brief covering letter to: BSI.Personnel@bsigroup.com If an internal candidate, please advise your manager of your interest in this opportunity.

NO AGENCIES – We regret we are unable to accept applications via employment agencies.

If an internal candidate, please advise your manager of your interest in this opportunity.

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