

Job Description

Sales Lead Generator

Short description of role

The main purpose of the role is to support the Sales & Marketing team to generate new leads through telemarketing. Net Consulting is an IT Services company offering Specialised Consultancy and Managed Services for the Public and Private sectors.

Key accountabilities

- Making outbound sales calls and promoting NCL's offerings, maintain thorough understanding of products and services,
- Arrange appointments for Sales team and qualify leads
- Updating CRM Systems with leads and opportunities

Responsibilities and duties

- Assists sales colleagues with arranging meetings and sales calls with customers
- Maintains working knowledge of products and services sold and keeps current on industry developments
- Creating and maintaining a list of potential leads and follows up
- Answers questions about Net Consulting's Services and offerings.
- Contacts customers in response to correspondence or feedback

Person specification

- Proven experience as telemarketer or similar sales/customer service role
- Proven track record of successfully meeting sales quotas preferably over the phone
- Working knowledge of relevant computer programs (e.g. CRM software) and telephone systems
- Excellent communication and presentation skills
- Skilled in negotiation and dealing with complaints
- Persistent and results-oriented
- Patient and able to handle customer rejection

Working environment and Benefits

The role is primarily based in the Cardiff head-office and reporting to the Head of Enterprise Sales.

Benefits

- 25 days holiday per annum (pro rata, excluding Bank Holidays)

- Benefit options (Contributory pension scheme, Private Medical Insurance, Life Assurance, Health & Wellbeing)
- Brilliant opportunities to take on more responsibility and long-term career prospects

To be considered for this exciting role please send an up to date CV to careers@netconsulting.co.uk, highlighting your relevant experience and knowledge.