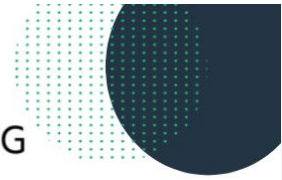


# LINKS | TRAINING GROUP



**LINKS Training Group** are looking for an experienced Telesales Executive to join their energetic and passionate Sales Team, to be based within our Cardiff Head Office.

Our customers & clients are at the heart of what we do, with our core focus being on our service delivery to them and our desire to be the best!

Due to a strategic growth, we are looking for a Telesales Executive to generate New Business Sales appointments where comprehensive training and support will be provided from the very beginning to maximize your success and earning capabilities. To help maintain our strong presence in the market, we are looking to boost our team with some highly enthusiastic and winning personalities. You will be with an ambitious team keen to support you, with rewards given for individual and team success, along with a host of bonuses and team incentives available.

## **The Role -**

Your core role will consist of outbound telemarketing, relationship development and the ability to identify, track and develop business opportunities. We are looking for great business appointments to be generated for an experienced field sales team.

The position would ideally suit a highly driven and motivated individual with a passion for hitting achievable targets and earning uncapped commission. You will be an instrumental part of this team, ensuring the operations run smoothly and all internal and external parties are always well informed.

## **Below are some of the things you must be great at –**

- Generating new leads using cold calling, email marketing, social media, and other relevant marketing channels
- Classify hot, warm, and cold leads based on their need, budget, and decision-making capabilities. Accordingly, take the necessary steps to convert hot leads and nurture warm and cold leads
- Organize and keep the lead status updated in the CRM software
- Understand how the sales process works and manage the sales pipeline
- Having clear objectives and understand the pain points faced by the prospects during communication
- Check for competitor products mentioned/used by leads and prospects during communication and the intent behind using them
- Always interact professionally with leads, existing customers, and other company stakeholders via various communication mediums
- Collaborate with marketing and sales team members to work on tasks relevant to lead generation

- Cultivate in-depth product knowledge and understanding to ensure that you can effectively communicate the product features, use cases, and benefits to the prospective customers

#### **Be able to –**

- Ideally have 3-5 years of experience in lead generation and prospecting
- Experience in B2B/B2C sales, preferably for at least 1-2 years
- Top-notch verbal and written communication skills
- A proven track record of building and maintaining strong client relationships
- Excellent project management skills
- Thorough knowledge of CRM software
- Excellent client servicing skills

#### **LINKS Training Group – who are they, why would I join?**

- Our staff are the people that make us a success
- A business with a substantial growth rate
- Innovative and closing gaps within the marketplace
- Experts within their chosen sectors
- Focused, Energetic, motivated and believe fully in their brand
- Opportunities that are limitless

#### **LINKS Benefits -**

- Salary negotiable depending on experience
- 36 Days holiday
- Quarterly and end of year bonuses
- Company pension
  
- Weekly incentives, treats & outings
- Quarterly team days
- Summer/Xmas celebrations
- Huge opportunities to progress

If you think you have what it takes to become the next uber-talented LINKS hire, please submit your CV in full confidence it will be held confidentially.