

Job Description: Telemarketing Executive

Location: Warrington, Cheshire

Job Purpose:

The Telemarketing Executive is responsible for generating new sales leads for the company's products and services. Candidates must have a proven background in a telesales or telemarketing role, ideally within a technology based business where they have been a part of a team that has achieved or exceeded lead generation goals. In addition candidates should have a pro-active approach to their work and be able to demonstrate strength in tenacity, persistence, organisation and interpersonal skills.

Responsibilities:

The main responsibilities are detailed below, although the Telemarketing Executive would also be expected to perform any other duties which may reasonably be required by the business:

- Meet or exceed all defined objectives and targets for lead generation
- Create new sales leads and interest for Certero's products and services through cold calling and on-going telephone and email campaigns
- Work in coordination with the marketing team following up all company marketing activities.
- Data cleaning and data quality, ensuring that all client contact information is accurate and up-to-date
- Positively and effectively representing Certero at all times

The role, responsibilities and focus will change and develop over time along with the company's growth.

Essential Requirements:

In this role we seek a motivated, self-starter with a passion for direct and continuous engagement with customers based in our head office in Warrington, the following skills are critical to success in this role:

- Exceptional communication skills
- Exceptional telesales skills
- General interest in technology and Certero's products and services
- Self-Motivated and self-sufficient, able to manage your own time and workload
- Outstanding verbal and written communication skills
- Experience in communicating with all levels of professionals
- Motivated by success
- Persistence, resilience, Integrity, honesty and trustworthiness

Contact

To apply for this role please forward your current up-to-date CV together with a covering letter to careers@certero.co.uk.