

## JOB TITLE

IT Telesales Sales Manager - Uncapped Earnings Potential - Company Benefits

This is an exciting opportunity for an experienced and motivated individual responsible for the development, performance and growth of the Tele-Sales Team across 2 office sites, wanting an uncapped high return and looking to join a forward thinking and award winning Solutions Provider working within a fast paced IT Sales environment.

## Company Information

The company is a well-established, independently funded and innovative end-to-end Solutions Provider, with an enviable reputation within the market place. Continuing to grow despite the current economic climate, the requirements for new staff at all levels is created by continued business growth and the need to expand the current Tele-Sales Team into expanding and new market areas.

## The Role & Responsibilities

This is a varied role split between generating new business opportunities and sales revenue of your own, whilst managing the Tele-Sales Team to bring out the very best in them, leading by example. You will benefit from working in a fast-paced environment and will need to implement a dynamic 'hunter-style' approach to winning new business via e-marketing campaigns, web site visits, lead development, cold calling and relationship building.

- ✓ Develop a sales strategy that ensures attainment of both personal and company sales goals.
- ✓ Take responsibility for the performance and development of the Tele-Sales Executives.
- ✓ Ensure that the required level of outbound call activity is achieved, whilst striving to push for productive conversations.
- ✓ Prepare action plans by individual to maximise their potential.
- ✓ Initiate and coordinate development of action plans to penetrate new markets.
- ✓ Assist and conduct one-on-one reviews with all Tele-Sales Executives to build more effective communications, to understand training and development needs, and to provide insight for the improvement of the Team's sales and activity performance.
- ✓ Provide timely feedback to Senior Management regarding performance.
- ✓ Provide timely, accurate, and competitive pricing on all customer proposals while striving to maintain maximum profit margin.
- ✓ Maintain accurate and up to date CRM records, and monitor activity submitted by all Tele-Sales Executives.
- ✓ Adhere to all company policies, procedures and business ethics codes and ensure that they are communicated and implemented within the team.
- ✓ Assist in the recruitment and testing of new Tele-Sales Team members.

## Requirements

- ✓ A minimum of 5 years of experience within a Tele-Sales/Sales Management, ideally within a VAR/Reseller environment
- ✓ Experience with SME, Enterprise & Public Sector Organisations, dealing at C level.
- ✓ Strong understanding of customer and market dynamics and requirements.
- ✓ Proven leadership and ability to drive sales teams.
- ✓ Excellent sales and negotiation skills.
- ✓ Good business sense.
- ✓ Demonstrable sales and target attainment history.
- ✓ The ability to motivate and lead a team.
- ✓ Initiative, drive and enthusiasm.
- ✓ Excellent communication skills.
- ✓ Good planning and organisational skills
- ✓ The ability to work calmly under pressure
- ✓ A full UK driving licence

## Salary & Benefits

The role is office based primarily from the company's Head Office in Horley, but also encompasses sales responsibility across both Qual offices (Horley & Theale ) so regular travel to both sites is required to facilitate the sales and sales management process.

**Competitive Basic Salary + Commission Package - Company Private Medical Scheme\***

## Interested?

Please contact HR now on 01293 400 720 or email a copy of your CV to [joinus@qual.co.uk](mailto:joinus@qual.co.uk) and we will contact you. All applications will be dealt with in the strictest confidence.