

## Job description

**Job title:** Telemarketer

**Location:** Godalming

**Salary:** £18'000-£20'000 with bonus to £23'000-£25'000 and benefits

**Ref:** 16378



### LAWSON PRICE CONSULTANTS

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Our client is an established and respected provider of Business Solutions and Data Management Solutions in the fields of Accounting, ERP and Business Systems. Utilising their Microsoft Gold Partner certification and own in-house expertise, they deliver results across all sectors of the economy. With their customers drawn from distribution, charities, manufacturing and service organisations, they are capable of delivering project planning, systems architecture, document design, application design and delivery, training, e-commerce sites, system and database integration, installation, support and training. Continued growth of the business has resulted in the need to recruit an active and energetic Telemarketer to help them further develop an existing customer base and win appointments for new business opportunities for the field sales team.

The successful Telemarketer will utilize a database and manage their own cold calling programme in order to generate leads, thereafter following up on the initial lead generation call to progress prospective customers to develop an opportunity for a sales visit. The Telemarketer will develop a consultative approach to interaction with prospects, questioning appropriately to build confidence. In addition to telephone work, the Telemarketer will create, execute and manage their own email-shots and mailshot programmes, organise attendance at various trade shows and events, contribute to the marketing plan for the business and work closely with the sales team to maintain relationships with the existing customer base.

The ideal Telemarketer will have a good telephone manner, be able to multi task, take responsibility for their own actions, have drive and ambition to self motivate and contribute to the team effort in an atmosphere that stipulates a healthy mix of hard work and fun. IT knowledge is beneficial but not essential since character, attitude and general experience are of greater importance. Opportunities for personal career development within the business are good.

All contacts will be dealt with in confidence.

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