

## Job description

**Job title:** Telesales Executive

**Location:** Guildford

**Salary:** £18'000-£23'000 OTE £30'000-£35'000

**Ref:** 16406



### LAWSON PRICE CONSULTANTS

1 Farnham Road  
Guildford  
Surrey  
GU2 4RG

Telephone 01483 729192

Our client, a market leader in the delivery of managed IT services, strategic consultancy and technology solutions, is looking for two junior Telesales Executives to join their successful sales team.

Working from comfortable offices in south west Surrey, the successful Telesales Executives will be expected to promote the company's backup and recovery, storage management and server consolidation technologies to potential customers in a wide range of mid-market and large organisations in both the public and private sectors throughout the UK.

Following product and service training, the Sales Executive will prospect for opportunities from researched databases and historic client lists, identifying decision-makers and promoting the company's offering to them through the introduction of a Client Manager, thereafter supporting the Client Manager to ensure that a positive business relationship develops. Whilst doing this job the successful Sales Executives will be preparing themselves for the transition into the more complex role of Client Manager, so opportunities for progression and earnings growth are built in from the start.

The ideal candidates will have gained experience in a customer service or sales role and be able to demonstrate strength of character, flexibility of approach and a willingness to achieve objectives in a competitive environment; the ability to assimilate information quickly and understand complex business issues, thereafter presenting coherent sales arguments to senior executives will guarantee success!

This is a first class opportunity to extend your influence within sales or to enter the fast paced and stimulating environment of IT for the first time

All applications will be dealt with in strictest confidence.

**To apply for this vacancy, visit [www.lawsonprice.co.uk](http://www.lawsonprice.co.uk)  
or email [candidates@lawsonprice.co.uk](mailto:candidates@lawsonprice.co.uk)**