



Job description

Job title	Telemarketing Executive
Salary	£18'000-£30'000 OTE ££23'000-£48'000
Ref	16476

Our client is an established and successful provider of telemarketing services, offering a unique proposition designed to enhance and support their customers' field sales activities, boosting sales effort by generating lead opportunities and face-to-face appointments for organisations that vary in size from SMEs to multinational concerns. Growth of the business has resulted in the creation of new vacancies for experienced Telemarketing Executives to work from their Guildford office.

Following an induction and training, the successful applicants will work as part of a team dedicated to the development of opportunities for a number of key customers. The variety of projects in different industries and having more than one account to work on at any one time keeps things fresh; combine that with the structured and supported environment that exists and the business can boast high levels of success and a customer base that is growing.

The telemarketing teams utilise 'best-of-breed' contact management software and data and have daily contact with the sales manager who is dedicated to supporting each member to perform at best and achieve their goal. Basic salaries and commission levels are scaled and increase automatically at pre-set levels of achievement to reward effort and success, empowering and encouraging each individual to be the best they can. Successful Telemarketing Executives share similar characteristics such as the ability to develop rapport quickly when speaking at director level, confidently and clearly representing the client's business interests in sectors as diverse as HR services, software, IT, Finance, Design, Education, Legal, Banking, Telecoms etc, so if variety of customer contact and interaction interests you, please apply!

To be considered for the role, candidates must be able to demonstrate consistency and success in business-to-business sales or telemarketing; experience gained in other environments that demonstrate a structured approach to sales may also be considered.

All applications will be dealt with in strictest confidence.

To apply for this vacancy visit www.lawsonprice.co.uk or email candidates@lawsonprice.co.uk