



WE ARE NOW RECRUITING FOR AN INDOOR SALES EXECUTIVE TO JOIN OUR SALES TEAM!

We currently have a brilliant opportunity for an experienced Indoor Sales Executive to join our growing team at The Delivery Group. The hours of work are 40 hours per week, 5 days over 7, however it is essential that candidates are flexible to work outside of the normal core hours when required.

Overview

We are looking for a hungry, tenacious, indoor sales/telesales executive, to join our growing team at TDG. Ideally the candidate will have experience within the mail, parcels and courier market and be able to demonstrate success appointing in excess of 10 appointment per week, the ability to achieve a dial out rate of 100+ calls per day. The ability to demonstrate achievement in generating appointments and sales internally will be an advantage.

Please take a look at our websites, www.CMSnetwork.co.uk, www.thedeliverygroup.co.uk, www.securedmail.co.uk

What you'll do:

- Achieve the individual appointment targets as set by the Indoor Sales Manager
- Working with both lead data and CRM (Salesforce) data to achieve the weekly call target
- Producing regular sales and pipeline activity reports
- Assisting with other sales related tasks and projects within the business as required
- Updating and recording pipeline information
- Diary management
- Working directly with TDG BDM team to achieve the company new business target

This list is not exhaustive, and more may be added as other areas of need are identified.

Who we're looking for...

- Excellent understanding of the English language, both written and verbal
- A motivated self-starter
- Be ambitious and confident
- Quick and eager learner
- Excellent attention to detail and a desire to get things right the first time
- Good mathematical skills and be competent using excel, as well as other Microsoft Word packages
- Knowledge of CRM systems (Salesforce)
- Personable and polite and adaptable to change
- Process driven and able to manage projects as required

If you enjoy being part of a friendly working environment that is fast-paced, then this role is definitely for you.

Ready to apply?

If you would like to apply for this vacancy, after discussion with your manager, please contact us now by sending your CV to HR, or email to: Careers@securedmail.co.uk

CLOSING DATE: Friday, 15th February 2019.