# Telemarketing Executive

# Design Film Digital Solutions (Solutions) is an exciting technology company who develop software to work with the Internet of Things. Our offices are in the UK and Holland. We are looking for a telemarketing executive to join our team. We want the right person so we’ll be incredibly flexible about hours, location and type of contract. We strongly believe that if you are happy in your role, we will all be successful

An important part of the marketing strategy is free webinars to showcase our many different services and work. The market is growing quickly and there is much interest in Solutions’ across all sectors. The webinars are marketed using online advertisements, social media, and email shots. Your role will be to support this effort by telemarketing. In addition to a basic salary you will receive commission or bonuses for people that attend the webinars and when they sign contracts for our services.

# Job description

We are looking for a motivated, energetic and joyful tele marketing executive to join our team. You will be responsible for contacting businesses around the UK and Europe by phone to discuss their needs with the aim of signing them up to a webinar or, if they have an immediate requirement, setting an appointment for someone to contact them in future. You will discuss our services and identify the decision maker. This role requires the ability to build relationships often completing multiple calls and maintaining call backs. Your main goal will be to achieve your target.

# Duties and responsibilities

* Making outbound sales calls to an agreed database
* Explain our services and identify decision makers
* Offer solutions based on the client’s needs
* Recognise any immediate requirements and pass on to the sales team
* Sign-up interested businesses to our webinars and newsletters
* Accurately maintaining our CRM database
* Meet sales targets
* Provide agreed weekly reports on call and sales activity
* Learn details about services
* Work with the team to develop sales strategies.

Requirements and qualifications

* Previous experience in a sales environment, retail or call centre. Although We are also interested to talk to you if you’re considering changing careers
* Confident, Positive, energetic, joyful personality who enjoys talking to people and working as a team
* Excellent English (if you have another European language as well as English that would be an advantage but it is in no way essential)
* Good telephone manner.
* Ability to remain resilient.
* Target driven and hungry to achieve goals and make money
* I.T literate and experience with sales tools such as CRM software