

Sales Executives - Bristol

Dynamic Outbound Business to Business Tele Sales Professional, Goodman Nash Limited

Remuneration: £TBC plus Commission

Holiday entitlement: 25 days

Location base: Ground Floor, North, The Quorum, Bristol

Goodman Nash markets a highly specialised business rates cost recovery service on a 'no win, no fee' basis to individually targeted occupiers of commercial properties. Clients range from sole traders and small/medium business to major retailers, banks, pub chains, industrial/commercial companies and local authorities.

Job description - primary tasks:

Cold calling pre-qualified potential clients, establishing positive contact with decision maker, introducing Goodman Nash, explaining who we are, why we are contacting them, establishing a rapport, soliciting their interest in our service, writing letters and emails to confirm call content, offer and terms for acting. Following up by phone, handling objections, reconfirming details, negotiating fees if necessary/appropriate, closing sales (obtaining instructions) and booking appointments for an external salesperson.

Job description - support tasks:

Using Internet search engines and other systems to verify client's identities, property occupancy dates, decision maker's name/s, contact details etc prior to initiating sales. Recording all research and sales activity on a bespoke internal database (full training given). Building relationships with clients for who repeat opportunities may arise in the future, or who may benefit from the other services offered by Goodman Nash.

Skills/qualities required - personal:

Experience in a telesales or face-to-face sales role, successful verifiable track record to demonstrate confident opening and closure techniques, together with a reassuring and friendly telephone manner. Candidates should also be able to show the following abilities: Build 'instant' rapport - good listener - professional letter writing skills - fast learner - creative - problem solving attitude - attention to detail - self motivated - strong team player - tenacious - broad shouldered - goal/ target achievement oriented.

Skills required - technical:

Knowledge of business rates preferred but not essential (training given). Strong PC literacy - web applications/ search tools and MS-Office (especially Word, Excel, Outlook). Good numeracy and literacy skills.

Sales qualifications/training:

Candidates should provide details of all recognised sales training courses and/or qualifications that have been attained.

Requirements:

Proof of salary and bonus will be required at final interview stage. Sick leave record and references will be required upon appointment.