

Telesales Representative

Rochford Brady Group is offering a fantastic opportunity to join a dynamic and team orientated sales environment. This offers a genuinely exciting career move and will help define your career in the sales field. We want someone who possesses drive, initiative, enthusiasm, and who is flexible and a good team player. In return, Rochford Brady Group will provide you, as a professional, with the opportunities and career progression that will shape you both personally and professionally. We are committed to making investments in our people through training and development. In addition we offer an excellent benefit package. Your role will primarily involve making outbound telephone calls to the legal, accountancy markets as well as to the small business and corporate markets.

Main Responsibilities are not limited to but will include:

- Making outbound telephone calls to the legal, accountancy, SME and Corporate market
- Ability to effectively identify customers needs in order to maximise all sales opportunities
- Pro-actively sourcing new business by making an assigned amount of outbound calls using qualified data
- Supporting the team by taking inbound sales enquiries by telephone and responding to email enquiries from potential customers.
- Reporting potential pipeline to Sales Manager on a weekly basis
- Ability to meet designated activity level targets
- Be flexible and adaptable to work towards set targets, objectives and goals
- Ability to achieve monthly targets
- Ability to close sales
- Ability to create quality leads for the Field Sales Team
- Understanding of legal company information products and developments
- Ability to develop and maintain internal and external working relationships
- Attendance of regular team meetings
- Actively contribute to the development of our team culture

You will possess the following attributes:

- Proven telesales experience with excellent telephone manner
- PC literate with a proficiency in MS Word, Excel, Windows
- Excellent written and spoken English
- Be a team player

Ideally you will possess the following attributes

- At least 1 year telesales experience, preferably in a Business to Business environment
- Ability to work under pressure within a team environment
- Proven track record in achieving targets
- Self motivated individual with drive, enthusiasm and commitment
- Excellent organisational, analytical and time management skills
- Excellent Communication & Interpersonal Skills
- Good problem solving skills
- Confident & professional manner

to apply for this position please email hr@rochfordbrady.ie