

## Outbound Sales Executive

Job Type: Full-time, permanent

Salary: Negotiable, based upon experience

In response to changing routes to market, we are creating a telephone marketing department to work alongside our existing sales and business development teams. Successful candidates will be enthusiastic, passionate, telesales executives able to demonstrate a proven track record of cold and warm calling potential and existing clients.

### Job Overview and Duties:

- Identify and qualify potential new customers across a broad range of industries
- Contact potential clients through cold calls, emails, and social media
- Identify client needs and special requirements, propose solutions and quotations
- Hand over call reports to sales manager for further evaluation
- Manage and track all opportunities
- Work as part of a close-knit sales team
- Ensure customer retention through relationship skills and eventual field visits by external sales team. Candidates may be required to visit clients alone or with a field sales representative.

### Skill Requirements:

- Excellent communication skills
- Enthusiastic, outgoing, and able to speak to potential customers at any level
- A drive to succeed and achieve targets
- Experience of a similar role cold calling in sales, telemarketing or telesales

Please send your CV to [jmcguire@clevelandcable.com](mailto:jmcguire@clevelandcable.com)