

WHO ARE YOU?

If you are value driven with amazing people skills and proven telesales experience then we want to hear from you!

We love our Telesales Executives to have energy and enthusiasm and also the ability to learn about our products quickly.

SO, WHAT ABOUT THE ROLE?

Reporting directly to the Sales Manager, here's just some of the 'stuff' you might be working on:

- Calling potential or existing customers to inform or gather information within a given time frame.
- Entering and updating customer information into the company's CRM and Account Management System.
- Maintaining accurate records of all calls and outcomes, making note of useful information.
- Handling grievances in a manner that preserves the company's reputation.
- Adhering to all company Data protection and Health & Safety policies.

SO, WHAT ESSENTIAL THINGS DO WE NEED YOU TO HAVE?

- Minimum one-year experience in outbound B2B telephone sales.
- Proven track record of achieving targets and KPIs.
- Ability to quickly learn about products and services.
- Strong written, verbal and interpersonal skills.
- Accomplished user of Excel and CRM systems.
- Ability to remain calm under pressure and handle rejection.
- Excellent negotiation skills.

WHAT ARE THE DESIRABLE THINGS WE NEED YOU TO HAVE?

Experience of working in the CSP or Technology Industry.

WHAT'S IN IT FOR YOU?

We are building a great culture here at Giacom, whether that's grabbing some great "bean to cup coffee", or a game of pool or air hockey in our chill out area. We offer a competitive salary with added employee benefits, development opportunities, and recognition for hard work – we can't wait to meet you!

WANT TO WORK FOR US? SIMPLY SEND YOUR CV & COVER LETTER TO APPLY@GIACOM.COM