

Sales & Telemarketing Executive (STE's)

Location: UK Wide (Leeds office based/Home based with some travel to the Leeds office)

Full or part time

About the role

Reporting to the Digital Marketing Manager, sales & telemarketing executive role's identify and qualify sales opportunities comprehensively, supporting Xalient's growth plans by engaging with customers on their digital transformation journey. The role will undertake profiling and research into potential new business opportunities for the Company, selling the concept of Xalient solutions and services to new prospects customer, securing discovery meetings accordingly.

What you'll be doing

- Achieve your monthly goals of securing an agreed number of qualified discovery meetings with prospects.
- Outbound calling to generate opportunities. Working in collaboration with the digital marketing manager and the wider sales team to follow up on campaigns.
- Investigates the clients' current and potential business thoroughly to identify immediate and future sales opportunities.
- Use well written emails to follow up on opportunities that require more information before arranging the sales meeting.
- Contribute significantly to the development of company goals, growth and profitability targets by being an active member of the Xalient team and culture
- Learn the entire Xalient portfolio sufficiently to be able to articulate the propositions to prospective clients.
- Plan and organise sales appointments to achieve the maximum number of client meetings, in the most cost-efficient manner for the New Business Sales Consultants. (Lead Generation)
- Build and sustain a prospect platform to achieve or exceed the assigned client appointments and ultimately, sales targets.
- Work closely with the Sales Teams to brief them on new, qualified leads, in a timely manner and substantiate the leads generated. Follow up on progression with leads taken up, understand the level of conversion adopting best practice.
- Deal with inbound sales enquiries
- Maintain integrity of all client contacts on Xalient's CRM platform

What you'll need

- 2 years B2B sales in a technical environment and preferably with knowledge of WAN (though not essential)
- Excellent customer skills essential – strong oral and written (& listening) communication skills.
- Experience of identifying, profiling and generating qualifying leads.
- Experience of working as part of a team with the ability to learn and develop new skills whilst showing that you can prioritise work efficiently and productively manage your time well. Seeking opportunities for continuous improvement
- Self-motivator, results and quality orientated, good organisational skills, attention to detail, positive helpful attitude
- Challenges the status quo to create value for the organisation and our customers.

Competencies:

- Initiative - The willingness to move things forward by taking action without needing to be asked and without due escalation.
 - Achievement Orientation - *The determination to perform at the highest standard, aiming to exceed norms and expectation.*
 - Customer Orientation - *The ability to recognise both internal and external customers and the willingness to cooperate with them fully, in order to help achieve objectives.*
 - Relationship Building – *The ability and willingness to develop and exploit a range of productive relationships both inside and outside the team.*
 - Communication – *The ability to speak and write so as to be clearly understood by others, using appropriate vocabulary, grammar and style.*
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