

## **Telesales Executive**



We are seeking applications to join our expanding Retail Services Sales Team, in order to further develop and grow within the Irish retail market. This role will ideally suit candidates with a sales background and enjoy interacting with the customer. The role involves being part of a team and working together to deliver on revenue targets.

If you are a self-starter, who is driven by the opportunity to hit and exceed sales targets in a fast moving fintech environment, then this is the role for you.

### **Role Responsibilities:**

- Office based role, working closely with the field sales team with the key responsibility of new business prospecting.
- Develop call files and carry out activities to create strong leads for the sales team.
- Work closely with the sales team to follow-up on the results of each appointment.
- Follow-up on sales leads that arrive into the business, acting as the first point of contact for all new sales opportunities.
- Identify underperforming sites and new revenue opportunities from existing customers.
- Maximise sales by continually up-selling and cross-selling products on all customer interactions.
- Develop and maintain full product knowledge of all our product range and pricing.
- Have the attention to detail and experience of getting sales across the line.
- Recording all activity in CRM.

### **The successful individual should possess the following:**

- Previous telesales/sales support experience is essential.
- Customer focused & have a personable telephone manner.
- Excellent communication and interpersonal skills.
- Capability to develop relationships both within the organisation and with customers.
- Good understanding of CRM systems and good working knowledge of Microsoft Office.
- Excellent organisational skills and be able to manage your time efficiently.
- Be hard working and willing to work on your own initiative.
- Have the ability to learn and grow as a valued member of the team.
- Target driven and proactively contribute to maximising sales revenue.

### **Knowledge, Skills and Abilities**

- Candidates should hold a minimum of Leaving Certificate standard of education or equivalent and ideally possess a third level qualification in Business, Marketing/Sales.
- 1 to 2 years' experience in a Customer Care/Internal Sales role is essential, ideally within the retail or financial sector.
- Full proficiency in the Microsoft Office Suite is essential. Knowledge of CRM systems would be desirable.
- Demonstrate experience of developing new business opportunities within a target driven environment.
- Experience of operating in a team orientated environment.

If you are interested in applying for this position, please send your CV to [info@payzone.ie](mailto:info@payzone.ie) by Friday 14<sup>th</sup> September.