



### **Telesales Executive**

*Are you money hungry and pursuing a career in sales... but feel you are not currently reaching your full potential?*

***Yourmobile is looking for enthusiastic Telesales Executives to join our growing team. We are keen to develop talent and reward your hard work.***

**Position:** Telesales Executive

**Location:** Telford, Shropshire

**Company:** yourmobile.com

**Job Type:** Permanent, Full-time Monday-Friday, (*no evenings/weekends!*)

### **Telesales Executive**

We are looking for driven and determined individuals that are keen to improve. If you are charismatic, have good ears for listening, and enjoy a challenge, then this is the role for you. This position provides an exciting work environment, amongst an uncapped commission structure, individual ongoing training, and a real opportunity for career progression.

You have the potential to boost your earnings above £28,000 with the right performance, attitude and skill set.

#### **Do you obtain:**

- Excellent communication and listening skills
- A positive attitude
- Ability to build rapport
- Driven by targets and results
- Organisational skills
- Hunger for money
- Beneficial: previous sales/telesales/telecommunication experience

#### **Roles & Responsibilities**

- Contacting data from our prospect database.
- Having the confidence to ask the right questions before setting appointments for the sales team.
- Calling small to medium businesses to qualify them on their telecoms requirements.
- Building relationships with potential customers.
- Handling objections.
- Listening hard and thinking carefully about what's best for the customer.
- Working towards daily, weekly and monthly targets.

## **Benefits**

- Basic from £18K - £21k per year plus uncapped commission, OTE £22-28K
- Future career progression opportunities
- A fun working environment
- 21-25 day's holiday (plus bank holidays)
- 1 to 1 mentoring
- Continuous training
- More incentives
- Free parking
- Team nights out!
- A comfy chair
- Crisps and sweets (on a good day!)

## **About Us**

Yourmobile.com is one of the fastest growing businesses in Shropshire. We are an independent B2B provider of mobile, fixed lines and broadband. Service to customers is of course key. Our office provides a fun working environment for motivated and focused individuals. We are a UK based company with a team of industry experts and have created new roles as we plan to grow our team further.

Yourmobile.com offers extensive training and continuous development and there will be opportunities for the right candidates to progress into Account Management.

**Call us today on 0345 222 6000 to apply.**