

## **We are hiring!**

*"Some people want it to happen, some wish it would happen, others make it happen."*

The mobile communications market is growing year on year, and we are looking for new people to join our fantastic team at Yourmobile.com. We are at the leading edge of business communications solutions in the UK. In the last 12 months more than at any other time we have been called upon to provide reliable, efficient, and innovative communications solutions for our customers.

If you have a proven track record in lead generation, developing business interest and would like to be involved in selling mobile solutions that really make a difference in this evolving market, read on.

### **Key Purpose**

To promote mobile products and services and generate leads for the business. Dialler based outbound telephone calls to prospective customer decision-makers.

### **Main Responsibilities**

Achieve targets.

Build strong customer relationships, engaging the prospective customer at Key Decision Maker level to identify and qualify solution opportunities, referring all opportunities identified to the account manager.

Use and update CRM tools as appropriate.

Ensure a positive customer experience is achieved with every customer interaction.

Work as part of the sales team, sharing ideas, knowledge, and resources to help build a first-class sales force.

Utilise all available resources to achieve results for the business and for the customer.

To contribute positively to your own personal development through participation in coaching, and ongoing training,

### **What you can expect from us**

Uncapped Commission

21 Days Paid Holiday

Regular Team and Personal Incentives

Excellent Training Programmes

Pension Scheme

Social Get Togethers (once we are allowed to)

A Permanent Position in a team of likeminded people that creates a positive work atmosphere

Competitive Basic Salary

Dress Down Friday

### **Experience**

#### ***Essential***

Sales experience in a call centre environment

Minimum 12 months of relevant lead generation/sales experience. B2B or B2C  
Computer literacy and Key systems skills & knowledge (i.e., MS Office, Outlook).

***Person Specification***

Highly pro-active

Be driven, determined & self-motivated.

Strong relationship-building skills.

Be able to work as part of a team.

Excellent communication skills and telephone manner

Excellent listening skills

Able to identify and generate new business.

Flexible approach to meet business requirements

Display a sound knowledge, understanding, and empathy of a customer's business.

**Why Us!**

As a business we believe that a happy team is a productive one. We constantly invest in our staff and regularly reward our team for a job well done. As our business continues to grow, the right candidate will be given the chance to progress and gain recognition for their hard work.

**Apply Today!**

If you are ready to develop your career in an expanding, fun, and supportive company then why not join us?

Salary: £18,000.00-£38,000 OTE