**Telemarketer**

**Job Description:**

SeeMeHired.com is looking for enthusiastic **Telemarketers** to generate sales either by cold calling or answering requests in a fast-paced environment. You will be responsible for influencing existing or potential customers to buy our product.

As a successful telemarketer you must be friendly and persuasive. You must be able to understand the customer’s requirements in a short time and present solutions that meet their needs. The ideal candidate will also be patient and cool-tempered to deal with aggressiveness and complaints.

The goal is to promote business growth by expanding the company’s clientele.

**Responsibilities**

* Cold call people using a given phone directory to sell products.
* Answer incoming calls from prospective customers.
* Use scripts to provide information about product’s features, prices etc. and present their benefits.
* Ask pertinent questions to understand the customer’s requirements.
* Persuade the customer to buy by demonstrating how our product works and meets their needs.
* Provide accurate sales proposals.
* Record the customer’s personal information accurately in a computer CRM system.
* Deal with complaints or doubts to safeguard the company’s reputation.
* Go the “extra mile” to meet sales quota and facilitate future sales.
* Keep records of calls and sales and record useful information.
* Ensure sales orders are processed.
* Check data accuracy in orders and sales invoices.

**Requirements**

* Proven experience as telemarketer or similar sales/customer service role.
* Proven track record of successfully meeting sales quotas preferably over the phone.
* Working knowledge of relevant computer programs (e.g. CRM software) and telephone systems.
* Excellent communication and presentation skills.
* Proficient in English.
* Skilled in negotiation and dealing with complaints.
* Persistent and results-oriented.
* Patient and able to handle customer rejection.
* 8 GCE’s grade C or above; BSc/BA is a plus.

Salary: £25K basic, £37K+ OTE, employer pension, 31 days holiday.