

Position Description

Position details:

Job Title	Outbound Telemarketer
Department	General
Reports to	Sales Manager
Manages	n/a
Days	5
Start/Finish Time	Flexi – core hours (typically 8:00-4:30)
Hours per Week	40 core hours

A day in the life... (Position description)

The day starts with a team huddle, where you discuss any challenges from yesterday and what you will be achieving today. Your focus will be unearthing opportunities and booking meetings with those opportunities – the day will be filled with being on the phone and using social media to find the right contact and then reaching him/her.

What “good” looks like for this role

You are tenacious, unafraid of being on the phones, you will be resilient and able to take the knock-backs that come in sales through telemarketing, you will be organised and understand the bigger picture of why we are booking the meeting. A Typical day will be doing up to 100 dials and having 10-20 conversations through the day and qualifying the meeting to ensure the sales reps are only sitting meetings with quality appointments.

What we aren't looking for...

Someone who does not like getting on the phones/ going out to meet people, someone who isn't goal orientated.

Role/Duty	Whats involved?	Weekly Goals/Objectives/KPI's
Dials and completed telemarketing calls	300 - 350 dials/week 50 suspect and prospect telemarketing calls completed a week	<ul style="list-style-type: none">• 300-350 outbound dials/week• 50 suspect and prospect conversations completed per week,
Appointments booked and attended	Booking meetings with A*-C size FMCG opportunities	<ul style="list-style-type: none">• 7x meetings attended by sales
Pipeline	building pipeline of prospects who we've got a meeting with and we can fix a problem they have	<ul style="list-style-type: none">• 6x prospect trials/month• 2-3x 1st orders/month



“Maximise Your 4-P = PRODUCTIVITY, PRESENTATION, PROFITABILITY & PLANET FRIENDLINESS.”

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ADHESIVE TECHNOLOGIES

Responsibility – we look for people that go above and beyond in Taking responsibility

Relationships – Do you Foster and build long term relationships?

Results – Ultimately, are you results focused – this means you are determined to hit your goals



Our Mission statement is; “Optimising the 4P’s” So what’s it all about?

Productivity Everything we do must lead to increased productivity, from our daily activities, to the products we supply. The net result needs to be increase.

Presentation We believe presentation is everything. From our sales team to the brand on our customer's product, every care needs to be taken to show the best in presentation.

Profitability To be sustainable, we have to prioritise to what is profitable. In everything: from where our time is invested, to assisting to improve our customer's profitability, to the class of product we supply.

Planet-friendly To be a leader, we need to offer our customers solutions that gives them the edge in a world where sustainability is key



Must have requirements/Qualification

- Must have driving licence
- Must have either a degree or A-Level
- At least 3 years experience on the phones doing calls
- Tenacious and resilient to take the knock-backs in sales
- Must be conscientious and detail orientated to complete CRM entries accurately
- Minimum of 1-2 years work experience, ideally in sales
- Competent with Microsoft excel, word and powerpoint

Nice to have requirements

- Science degree
- Formal previous sales training
- B2B sales experience would be helpful.

You've read and understand the requirements

Name	
Signed	
Date	



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