

**Job Description – Beauparc**

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| **Job Title** | Telesales Executive |
| **Reports to**  | Telesales Team Leader |
| **Primary Location** | Birmingham – B8 1AH |

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| **About Us:**B&M Waste Services is a customer centric, forward thinking waste and recycling solutions provider with depots located on the Wirral, in Manchester, Preston, Leeds, Birmingham and most recently, Sheffield. Our award winning business is seeking a talented, hardworking and ambitious Business Development Manager to help us grow our business and be part of the wider Beauparc Group |

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| **The Role:**This role is predominantly new business requiring cold calling, direct sales and appointment setting, there will also be elements of lead generation. |

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| **Responsibilities:*** Cold Calling; business to business always presenting B&M in a professional capacity, selling unique features and benefits of our services
* Upsell waste and recycling solutions to existing customers
* Provide excellent customer service
* Effectively close deals over the telephone
* Handle all inbound enquiries assigned to you
* Pre-qualify opportunities to ensure they meet ‘business fit’ and pass credit check
* Monitor and report on market and competitor activities
* Collation of accurate prospect information ensuring CRM is updated on a daily basis with the sales support team
* Completion of weekly KPI Sheet
* Attendance and participation in fortnightly/monthly sales meetings
* Booking appointments with target organisations key management personnel in order to present the companies proposition highlights features, advantages and benefits.
* Cross sell B&M additional services including; shredding, hazardous, nationals
* Assist Administration and Service Team with implementation of new services
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| **The Ideal Candidate :**You are tenacious, passionate and positive. You enjoy a challenge and want to be able to earn good commission. You enjoy working as part of a team and are competitive in nature. You want a career with development opportunities and are willing to work hard and prove yourself. |

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| **Qualifications****Essential:*** Educated to GCSE Level in English and Maths
* Full UK Driving License

**Desirable:*** Externally recognised Sales Training
* Competitive, non-work related award (ie. Sports club)
* NVQ in Sales/Business Management
* Trained to degree level
 | **Experience****Essential:*** 12 months continuous employment in sales role
* Selling service contracts
* Telemarketing/appointment booking
* Door to door canvassing

**Desirable:*** Worked within waste industry
* Experience using CRM
* Implementing new services for customers
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| **Skills****Essential:*** Experienced Outlook user
* Capable user of MS Word and Excel
* Negotiation
* Good problem solver
* Articulate
* Excellent listener

**Desirable:*** Confident and capable Presenter
* Proficient use of CRM
 | **Knowledge****Essential:*** Business to Business selling Environment
* Service Contracts
* Buying Signals
* Sales Process/Sales Stage(s)

**Desirable:*** Waste Legislation
* Governing Bodies (EA, DEFRA etc.)
* Competitors in area
* Geographical prospects
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*Beauparc aims to attract and retain a skilled and diverse workforce that best represents the talent available in the communities in which our assets are located and our employees reside.*

*(DE&I Policy Statement)*