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**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 |
| **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 |

*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)*