



**leadec**

**My mission. My team: Leadec.**

For our **Head Office in Coventry** we are seeking a:

## **Telesales Executive** (m/f/d)

### **Your mission:**

- Highly motivated and ambitious Outbound Telesales Professional to work in a B2B sales environment arranging appointments with business owners and senior management in various industry sectors to discuss their business requirements.
- Researching companies to find potentially suitable companies who may be interested in joining our customer base.
- Generate qualified client meetings for the sales team
- Support production of marketing campaigns, newsletters, e-shots etc.
- Work with sales colleagues to identify industry trends and potential opportunities
- Circulate information and findings about customers, competitors, innovations and industry to sales colleagues and senior management

### **Your Profile:**

- **Training and qualifications:** Experience as an outbound telesales representative or other sales/customer service role.
- **Experience:** Experience in new business development and existing business growth and a proven track record of successfully meeting sales targets, preferably over the phone.
- **Expertise:** Proficient in the use of Microsoft Software particularly word, excel Outlook and PowerPoint.
- **Demonstrable skills:** Experience of CRM systems (ideally Salesforce) and working within a manufacturing or other B2B service sector
- **Personal attributes:** Excellent negotiating skills, strong oral communication skills and have a positive and determined approach.
- **Languages:** Very good knowledge of English

### **What we offer:**

- Market Leading Salary
- Discretionary Bonus
- Excellent Pension scheme
- Life assurance
- 33 days leave (inclusive of bank holidays)

### **About Leadec**

As service specialist to the manufacturing industries we put our heart and soul into what we do. Our customers have been relying on us for almost 60 years now. Our expertise revolves around the factory of today and tomorrow: We plan, simulate, automate, install and commission. With our maintenance, technical cleaning, facility management and logistics services, we ensure in the background that our customers' production runs optimally. And how do we do that? We're people who get things done, problem solvers, allrounders and we're great at dealing with emergencies where necessary. But above all, we're here to help.

**If you would like to register your interest in this position, please send your CV to:**

**Mathew Hitchins**  
Interim HR Advisor  
[Mathew.Hitchins-extern@leadec-services.com](mailto:Mathew.Hitchins-extern@leadec-services.com)

### **Leadec Limited**

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