

JOB DESCRIPTION

TELEMARKETING EXECUTIVE



About e92plus	What are we looking for?	Next Steps
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<p>What do we do? We empower the IT channel, bringing innovative solutions from emerging and established vendors to market, helping our reseller partners grow a profitable business. We provide a range of unique technical, marketing and sales services that help differentiate us and help us achieve record growth.</p>	<p>We are expanding our team, and we're looking for the brightest talent to complement our team. Security, Wi-Fi and virtualisation are the hottest sectors in IT, and we'll provide everything you need to help develop your career and achieve success. We offer a competitive basic salary and excellent commission.</p>	<p>If you have the ambition, the talent and are looking for the next step up, contact e92plus today. For more information on specific opportunities to send us your CV, call us on +44 (0)20 8274 7000 and ask to speak to the HR Manager or email us at careers@e92plus.com. We look forward to hearing from you.</p>
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Responsible to	The Telemarketing Manager
Location	The e92plus Head Office (Argent Court)
Key Responsibility	You will generate and qualify end-user opportunities.
You will need to be...	<ul style="list-style-type: none"> • Open minded • Outgoing and a great communicator • A self-starter • Not afraid of rejection! • ...and have a capacity to absorb and use lots of information • Sales experience not essential • Good attention to detail • Confident, self-motivated and commission driven • Mature attitude with a capability to discuss business issues
Core Activities	<p>From the start you will receive extensive training, from a complete industry and technology understanding to in-depth comprehensive of the e92plus product portfolio. This includes classroom training, one-to-one analysis with product specialists and certified online training. You will also receive training based around the Sandler Real Needs Qualification process, and continual development to develop and enhance phone skills.</p> <p>Training will be continuous, but you'll be expected to hit the phones hard and prove your professional skills in the art of Telephone Marketing: gathering information on products people are using, collecting vital business contacts and sharing info on events. Understanding the motivation, technical, business and personal pain of the end user will help you understand the challenges faced daily by our reseller channel. Key activities will include:</p> <ul style="list-style-type: none"> • Working on defined campaigns created by the marketing team • Cold calling brand new prospects from defined lists • Following up warm leads from previous campaigns • Engaging post-event/activity to qualify projects • Nurturing your existing opportunities over weeks/months • Driving prospects to attend webinars, meetings and events • Qualifying opportunities to defined criteria
Development	There is a clear opportunity to develop your career within e92plus, progressing from the Telemarketing Team into Account Management and Product Management.
Targets/KPIs	<p>Targets will be based on generating and qualifying opportunities</p> <p>KPIs will be defined based on calls, phone time and prospect engagement</p>