

JOB TITLE | TELESales REPRESENTATIVE PARTTIME

REFERENCE: 2022-Q2-TELESales

LOCATION: REIGATE, SURREY

COMTEC COMPANY OVERVIEW

Every day, millions of people do business, talk to customers, and collaborate using cloud technology systems. Our IT services add security checks and boost service levels to desk-based and remote workers, and we keep computing environments up and running

Comtec is a leading IT company with expertise in Cloud Services, Network Infrastructure Management and Computing Environment Builds. We work with many big names, but strive to offer the best levels of continuous service to all our clients.

The successful candidate will be a highly motivated and energetic person who can demonstrate resilience, maturity and professionalism in all aspects of their work.

We are looking for an enthusiastic Telesales Representative to contribute to generating sales for our company. You will be responsible for closing sales deals over the phone and maintaining good customer relationships. An effective telesales representative must be an excellent communicator and have superior people skills. They must be comfortable presenting products or services over the phone as well as dealing with questions and doubts. The goal is to help the company grow by bringing in customers and developing business.

We require commitment, high performance, integrity and personal responsibility.

ACCOUNTABILITIES OF THIS ROLE

- Contact potential or existing customers to inform them about a product or service
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales
- Enter and update customer information in the database
- Take and process orders in an accurate manner
- Ensure any grievance or other interesting information is communicated to colleagues enabling us to preserve the company's reputation for care and diligence
- Go the "extra mile" to meet sales quota and facilitate future sales
- Keep records of calls and sales and note useful information

SKILLS AND QUALIFICATIONS REQUIRED

- Experience as telesales representative or other sales/customer service role desired
- Proven track record of successfully meeting sales quota preferably over the phone
- Good knowledge of relevant computer programs (e.g. CRM software) and telephone systems
- Ability to learn about products and services and describe/explain them to prospects
- Excellent communication and interpersonal skills

- Cool-tempered and able to handle rejection
- Outstanding negotiation skills with the ability to resolve issues and address complaints

WHAT WE CAN OFFER YOU

- A truly exciting challenge in an MSP ->> Service provider environment
- Be part of an exciting scale up business where you can bring your ideas, bring your knowledge, we value your contribution
- A future-facing business with the goal of becoming an infrastructure management focussed and service-assurance orientated
- Team culture

MORE ABOUT THIS ROLE

- Semi flexible part time – 4 hours per day
- Based in Reigate surrey

To learn more please email careers@comtec.com