

Lead Generation Executive

JOB DESCRIPTION

Employer	Data Locator Group Ltd	Reports to	Head of Sales
Hours	Mon to Fri 9am - 5:30pm (Full Time)	Salary	£25,000 (plus commission)
Location	Sunningdale, The Belfry, 13 Colonial Way, Watford, Hertfordshire, WD24 4WH		

Job Purpose

To generate telephone handovers and appointments for the sales teams, through new business telesales across multiple sectors.

Key Responsibilities

- To carry out a high level of outbound calls each day to companies from PDV's prospect list and your own self sourced leads in order to generate new business opportunities.
- To conduct fact finds with the prospects to establish their situation and needs.
- To work with the Sales Team managers to build a prospecting plan for each month, and be responsible for carrying this out.
- To find the correct contact within companies by using a number of tools (e.g. LinkedIn, industry research websites, the phone and our internal CRM).
- To carry out a basic Fact Find and report each handover back to Sales Team Manager.
- To arrange phone handovers for the Account Managers and Account Directors.
- To work to daily targets (e.g. minimum volume of calls, emails and handovers or meetings).
- To achieve set KPI's (call times, prospects, handovers).
- To update client information on the CRM system.
- To carry out the necessary compliance checks on potential and existing clients and their marketing activities with the aid of our internal Compliance department.
- To fully brief the Head of Department on your opportunity pipeline.
- To fully brief the Head of Department on handovers whether by phone or face to face.

Key Skills & Experience

- At least 1 year's B2B cold calling experience
- A true phone warrior
- Excellent telephone communication skills
- Target driven with experience of working to targets and KPI's
- Resilient and confident
- Organised, efficient and driven
- Able to work off own initiative, whilst enjoying working as part of a team
- Computer literate in Excel and Word

How to apply

Email your CV to:

HR Manager at recruitment@dlg.co.uk