



CURRENT CAREER OPPORTUNITIES

Telesales / Accounting & Business Management Software

Telesales

Position: Telesales/Accounting and Business Management Software

Salary & Commission

Working within the SME sector, as part of a team of sales professionals to introduce market leading Accounting and Business Management software solutions and services, within the specifically defined market sector of Wholesale, Distribution & Merchant. Previous industry experience is not essential.

Job Description

- Generation of new business leads by telephone cold calling and following up campaigns.
- Source new prospective customers by using internet, chambers of commerce. Increase CRM database with subsequent contacts.
- Undertake targeted electronic and postal marketing campaigns.
- Follow up marketing campaigns verbally with a view to arranging an appointment for the appropriate Sales Consultant.
- Production and collation of marketing information, including Intact sales packs and literature to support targeted campaigns.
- Produce and maintain industry specific marketing letter's.
- Create telephone script to be used when following up Marketing campaign.
- Create, distribute and follow up invites to local exhibitions.
- Develop knowledge of Intact's software to the level required to be able to discuss knowledgeably with prospective customers.
- Gain an awareness of Intact's market place through collation of competitor information.
- Monitor existing customer base with a view to outlining potential future case studies/reference sites.
- Assist Sales Consultants when required with production of quotations.

APPLY NOW

If you are interested in the position, please Email your CV to: careers@intactsoftware.com