

Outbound Sales Executives (SYS-1)

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| Business Role Type | Contact Centre Role |
| CC Department | Outbound sales |
| Role Type | Permanent |
| Location | Swansea Vale |
| Job Advert | <p>Outbound Sales is where our most outgoing sales people work, contacting interested customers who've obtained quotes online or spoken to our New Business Sales Department but not yet signed on the dotted line. A more challenging sales role, this is about helping customers decide we are the right choice for them. And as a result, it's a role that comes with generous rewards.</p> <p>Passionate about our products and exceeding your targets (while being committed to providing a high level of service to our customers) you'll ensure that 'warm' customers really understand the benefits of Admiral's products so they can make informed choices. After closing the sale, you'll carefully add customer details to the system. It's a competitive yet rewarding sales role, which is reflected in our generous commission structure. You will receive comprehensive paid training before you start making targeted calls.</p> <p>You'll be comfortable talking on the phone, confident, polite and engaging. You need to be able to handle objections and identify the unique selling points of our products. You'll also need IT skills (Internet and data entry), bags of initiative, and a genuine keenness to keep learning, solving problems and finding answers for our customers. You'll need to be flexible too, and open to new ideas and varied working hours.</p> <p>Our most generous bonuses are awarded to Outbound Sales people. Bonuses are awarded on a sliding scale – the more policies you sell, the greater the rewards</p> |