



Total Communications Partner

Total Mobile | Total Fixed

pmgc<sup>®</sup>

COMMUNICATION MADE SIMPLE

# TELEMARKETING EXECUTIVE

Hampton-in-Arden (Solihull)

PMGC is the UK's leading independent Mobility, Fixed and ICT Managed Service provider providing innovative Communications and IT solutions that increases efficiency and staff productivity. We empower businesses nationwide to reach the next level of success and growth.

PMGC was formed through the acquisition of 6 of the industry's most respected companies, Premier Mobile, Phonebox Communications, AMC, Vecom, RGT and Dane Europe. We have been awarded with Total Communications status in Vodafone UK's new Partner programme. This is the highest tier available within Vodafone's new programme and PMGC is one of just a handful of UK partners to achieve this status.

We are looking for Telemarketing Executive eager to join our successful team at our Head Office in Hampton-In-Arden, Solihull. We look for truly passionate and hungry professionals who are able to hit the ground running, to add value and act with integrity and they are keen on becoming part of a winning and growing company. We believe that developing people is a key factor of success, and we start from the very beginning by providing Telecom sector training and full support on the products and services we provide to our customers.

## Main Responsibilities:

- Execute outbound direct marketing, tracking everything in the shared CRM, penetrating targeted accounts via phone, email and social network. Will need to identify, qualify and engage the relevant marketing contacts - stakeholders and decision makers, introducing these prospect/executives to PMGC value proposition
- Calling potential prospects to understand their business challenges, requirements and to nurture activity to creating a full short, medium and longer term pipeline of revenue potential to be nurtured over time
- Arrange appointments for new business managers - with a minimum number of appointments booked, confirmed & completed each day
- Accurately and confirming appointments as per the defined process and communicate the full details of appointments in an agreed and orderly fashion
- Meeting minimum monthly targets, negotiating and closing prospects from leads generated

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## Candidate Profile:

- Reporting calls and completing lead sheets in a timely manner
- Working and performing in-line with the businesses core values
- Enthusiastic and outgoing, professional, polished, well presented
- Excellent communication skills with the ability to converse coherently
- Proactive attitude, enthusiasm, willing to succeed
- Eager to achieve personal work goals, self motivated and eager for success
- Interested in their own self development and with a continuous professional development attitude
- Team player
- Able to manage their time effectively

## Interested?

If this is you, please Email your CV with an inspiring covering letter with what makes you stand out from the crowd to [mycareer@pmgroupuk.com](mailto:mycareer@pmgroupuk.com).

**Sorry, no recruitment agencies please.**

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