

Sales Development Representative

Reports To:	Director of Enterprise Sales
Department:	Sales
Contract Type:	Permanent – full-time
Location:	Gate House, Rivington Street, London, EC2A 3SB

Charterhouse Voice & Data (CVD) delivers technology solutions that drive business success. We have established an industry-wide reputation for pushing the boundaries of technology for over 25 years. Delivering integrated solutions to companies throughout the UK, and internationally, we have built a reputation for forming strong and long-lasting partnerships with our customers. We offer genuine value to our clients and strive to exceed expectations in everything we do.

We are looking for talented and highly motivated people. We understand that the key to our success is our people. For this reason, we are committed to attracting and retaining the best possible candidates. Therefore, we offer a fun, innovative and a fast-paced environment where career development, reward and recognition are a priority.

If you want to join a multi-award winning business, passionate about technology and its customers, credible in the market with a stimulating working environment - then we want to speak to you.

Our Vision

Excellence in converged voice and data solutions; creating strong strategic partnerships and delivering a great client experience from a stimulating working environment.

Our Values

Respect, Responsibility, Teamwork, Commitment, Excellence and Passion.

Role Purpose

The purpose of this role is to create well-qualified sales leads that the Sales Team can approach to promote Charterhouse's product range. Your duties will encompass extensive use, and self-generation, of lead data to prospect for potential bid opportunities

Responsibilities

- Profitable lead generation for sales manager
- Booking appointments for specific campaigns
- Data inputting, cleansing and information gathering
- Prospect target profiling
- Canvassing
- Telemarketing to prospective clients
- Achieving agreed calls-per-day (70 except on canvassing day) and appointments-per-week (minimum 5) targets
- Liaising with presales to understand the products
- Delivering materials to prospects and following up
- Accurate recording of all activities and timely forecasting

The role will require a high level of capacity to learn and understand of the benefits of an extremely broad product portfolio and the ability to interact with senior level contacts within prospect organisations. It will require close interaction with sales management as well as subject matter experts, professional services teams and suppliers. The telemarketing professional will be responsible for coordinating all go-to-market elements to ensure the success of lead generation projects, in partnership with sales support.

Person Specification

Required Competencies (Skills, Knowledge, Experience and Attitude)

- Self-motivation and drive to achieve
- Ability to build rapport and communicate with conviction with senior management
- Superb inter-personal communication, written and verbal
- Resilient and tenacious, undeterred by rejection
- Ability to listen and articulate effectively
- Ability to translate technology into business benefits
- Ability to convey benefits over the phone, succinctly
- Proficient using Microsoft Office applications
- Experience using database/CRM packages
- First-class influencing skills
- Energy and enthusiasm: be a positive influence in the company
- Well-organised and able to multi-task and manage campaigns
- Demonstrable track-record of delivery (ideal)
- Knowledge of IP communications solutions advantageous