

Job Description

Job Title: **Telephone Sales Consultant**

Department: **Sales and Marketing**

Reporting to: **Group Business Development Executive.**

Salary: **DOE**

Benefits: **Commission, workplace pension scheme, business expenses.**

Introduction

TOGIP are looking for a Telephone Sales Consultant to work on behalf of acomos™. TOGIP is a forward thinking and ambitious services company operating across a range of industry sectors. The role will require a strong skill set to establish new leads and create sales opportunities for an established TOGIP group software services company operating in the fast-paced hotel and hospitality sector.

The group company has well established software services across a broad spectrum of the hotel industry giving multiple opportunities for new client acquisitions and existing client up-sales.

Key responsibilities and duties:

The role will require the generation, booking and successful completion of sales appointments and meetings on behalf of a Regional Software Consultant. You will work closely to ensure meetings are fulfilled and opportunities are closed efficiently. Key duties of the role will involve:

- Lead generation
- Booking sales meeting opportunities
- Exhibitions, conferences and events
- Third party product sales opportunities
- Support Regional Software Consultant in closing sales opportunities.
- Product updates and new releases.

Commission Structure

The consultant will receive uncapped commission on meetings booked. The consultant will be offered a pipeline builder for three initial months of their contract.

Telephone Sales Consultant skills and qualifications:

- Self-motivation
- Ambition.
- Smart appearance and demeanour.
- Software and/or hotel experience*.
- B2B experience
- Commercially astute.
- Ability to lead generate in a territory if required*.
- Networking and relationship experience.
- Strong desire for personal financial achievement.
- Full clean driving licence of a minimum 1 year.
- Willingness to travel with overnight stays.
- Confidence in dealing with senior company executives.

*Minimum job requirement