



**Job Title:** Telemarketer | Sales Advisor  
**Team :** Sales  
**Location:** West Midlands, UK, Office Based  
**Salary:** Competitive Base Salary  
**Benefits:** 25 days holiday, Pension, Bupa Health Care and Health Insurance

**ROLE PROFILE AND PURPOSE:**

We have a great new opportunity for a Telemarketer to join a innovative, dynamic and growing software services provider within the Sales Team. Airmax is on an exciting journey to take advantage of current market opportunities, promoting fleet management and vehicle data services to reduce customer operating costs and create visibility to their field fleet assets.

**ACCOUNTABILITIES:**

- Generate and develop new sales opportunities for telematics, cameras and mileage capture solutions
- Proactively create and manage a pipeline of Sales leads to generate grow opportunities and book appointments for sales team
- Follow up on prospects from enquires such as events and tenders to book in demonstrations
- Qualify new sales opportunities by initiating outbound calls to senior level management and obtaining prospects requirements and to determining needs
- Appointment booking for New Business Development Managers
- Updating the CRM system and internal systems
- Achieve agreed targets and maximise company revenues
- Ensure the highest possible levels of customer service
- Prepare relevant sales reporting sales volume, potential sales and target segments
- Take ownership and follow up on all sales leads in a timely manner

**Key Skills:**

- Previous experience in sales lead generation, preferably from a technology or service environment
- Consistent track record of success in generating sales leads and creating and managing a pipeline of opportunities
- Highly motivated and professional 'can do attitude' with excellent communication skills, highly confident and goal oriented
- Ability to communicate with senior level management, to explain complex processes and to demonstrate Internet services over the phone
- Good Communication, and ownership mentality
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