

## Telesales/Telemarketing Executive - Full Time

Are you a persuasive communicator with a knack for building lasting relationships over the phone? Do you thrive in a fast-paced environment where every call presents a new opportunity? Are you ready to take your sales skills to the next level? If so, we have the perfect opportunity for you! We are seeking a dynamic Telesales/Telemarketing Executive to join our energetic team in Cambridge.

As a Telesales/Telemarketing Executive, you will make calls to businesses and schools to arrange appointments/create opportunities for our team – *No over the phone sales!* Although you can stay involved throughout the sale process.

### **At Breathe, it's all about the team. Nobody is just a number.**

We strive to be the best at what we do. We're real professionals with a great work ethic and the drive to succeed.

The business has grown organically since its founding in 2003, to one of the regions longest standing and experienced IT providers. Breathe has a great track record with local businesses and working within the Education Sector.

### **Reporting to the Senior Account Manager you will be a professional, driven individual, be results orientated with a proven track record of Telesales.**

#### **We are looking for:**

- A well-spoken telesales/telemarketing executive to contact potential customers over the telephone to book appointments for the sales team to meet them and progress the opportunity
- Previous experience in working for a business that sells Tech products and services. Understanding what products and services we provide will help you to effectively communicate their value propositions and benefits to potential customers
- You will actively participate in engaging campaigns, meeting targets through persuasive communication and effective customer relationship management
- Working on our CRM system you will maintain accurate records of potential customers interactions

#### **Telesales Executive Requirements:**

- Good command of English, both verbal and written
- Results-oriented mindset with a proven track record of meeting or exceeding targets
- Strong organisational skills with an attention to detail for accurate record-keeping
- Team player with the ability to thrive in a collaborative and dynamic work environment
- Proficiency in relevant computer applications
- Managed Services Provider experience would be advantageous

#### **In return you will be rewarded:**

- Amazing earnings potential
- Good basic salary
- Commission
- Great working environment and team
- Private Medical Insurance / Medical Cash Plan
- Sick Leave Scheme
- Company Pension Scheme
- On-site Car Park
- Birthday Bonus (yes you get paid for having a birthday)
- 31 days leave per annum which includes the 8 public holidays
- Holiday Loyalty Scheme – Additional holiday entitlement that will increase with time served. It starts at your first anniversary and then increases every second year

#### **About Us**

- Founded in 2003, Breathe is one of the region's longest-standing MSPs, with a strong reputation in both the business and education sectors.
- We pride ourselves on our friendly team culture, professionalism, supportiveness, collaboration, and commitment to excellence.
- Apply now to become part of a supportive, energetic team where your efforts are recognised and rewarded.
- Please send your CV to [careers@breathetechnology.com](mailto:careers@breathetechnology.com)

**LOCATION:** Girton, Cambridge, CB3 0QH

**HOURS OF WORK:** Full time, Monday to Friday 9:00 am – 17:30 pm

**START DATE:** ASAP