

Job Description: Telesales Executive

Reporting to: Team Sales Manager

Location: Central Newcastle-upon-Tyne

Hours: Full and Part Time Roles available.

Basic Salaries starting from £16k with uncapped commission (Pro-Rata'd for part time roles)

Person Summary

Due to significant and continued growth over the last 12 months, Meridian Delta is looking to recruit a number of Telesales Executives to work within a large sales team based directly opposite Newcastle Central Train Station.

You will be an experienced and talented negotiator, confident closing over the telephone as this will be your primary weapon in generating revenue.

Selling a unique Direct Marketing opportunity on a B2B basis, it's not just outbound you'll be doing - although that's a lot of it - you'll also have dedicated advertising campaigns run with your name as first point of contact on the area of expertise we'll train you up in.

If you were to have a print or newspaper sales background, this will suit you particularly well.

A consistent over-achiever in your previous roles, you will have the experience and proven ability to manage your new business pipeline to achieve your targets.

The Role

Offering a postal-based marketing product to our 16,500 customers and beyond. We get our customers message seen by the decision-makers they need to be in front of at up to a tenth of the normal cost... and we're looking for new professionals to start this month and join our already successful, commission earning team.

The ideal candidate will:

- Identify potential opportunities in both new and existing clients
- Be able to influence key decision makers and stakeholders
- Strong demonstrable negotiation skills.
- Be a confident closer

- Be able to identify, assess and pursue new leads and business opportunities through telephone, email and social networking channels such as LinkedIn or by demonstrating a good understanding of current events.
- Display entrepreneurial flair... we're not an "out of the box" company – we don't want an "out of the box" sales team.
- Be articulate and concise with excellent written and verbal communication skills.

The Company

We offer our services to businesses across the UK and around the world looking to grow their B2B and business-to-public-sector customer base in Britain & N Ireland. We were originally founded in 1998 as a partnership. Over the last 13 years, we have grown and contracted just like most other businesses. Our original goal remains the same - we want to be the best supplier to our customers, the best customer to our suppliers and to be one of the few employers in the advertising industry with as close to a zero staff turnover policy as possible. We believe in honest, polite business. We aim for 100% satisfaction for customers, suppliers and employees. We're proud members of the Direct Marketing Association, one of the few trade bodies in the UK who actively police their members for best practice and represent our industry with open professionalism.

With more recruitment and growth planned for Q1 and Q2 of 2016, Meridian Delta can offer fantastic opportunity to those looking for a bright and lucrative career in B2B marketing sales.

We have a range of client offerings including but not restricted to:

- B2B Data Sales
- Fully managed Email Marketing Campaigns
- List growth services
- Pay Per Click Email Marketing services.
- Direct Mail services
- Cross Channel Marketing Support

More information is available from the website: www.meridiandelta.com

The Package

We offer a competitive salary commensurate with experience along with an attractive and uncapped commission's package and 20 days annual leave (plus bank holidays).

If you've been looking for an opportunity rather than just a job, then this is it. We're looking for people compelled to excellence who want to be able to make their mark within a new business.

Apply in writing for the attention of Alex Hurst, Shared Mailings Team Manager at alex@mdelta.co.uk or call 0191 235 9569 if you would like to discuss the role in more detail.