



## **JOB DESCRIPTION**

**JOB TITLE:** Telemarketing Executive

**LOCATION:** Birmingham

**REPORTING TO:** Telemarketing Manager

### **GENERAL DESCRIPTION**

Selecta UK & Ireland are part of the Selecta Group, the largest European vending operator with a presence in 22 countries. Selecta provide a variety of snack and drink products, innovative machines and a great service to 3,500 businesses across the UK & Ireland.

To investigate new business (Vending) opportunities through telephone canvassing and direct mail campaigns.

To oversee dedicated database researchers assigned to a dedicated geographical region and assist in the development of the Sales database.

In addition to these functions, employees may be required to carry out such other duties as may reasonably be required.

### **KEY TASKS & RESPONSIBILITIES**

Arranging qualified Vending appointments through cold calling from the in-house Sales Database on a variable geographical area.

To lead, motivate and train the dedicated Database Researchers

Implement and action regular direct mailing campaigns

To contribute to the Department/ Team target of Attended & Quoted appointments and assist in any shortfalls.

Achieve a minimum of 90 phone calls to prospects daily