



Telesales Executive Swindon

Hills Waste Solutions Ltd is looking to recruit a Telesales Executive to join the sales team at our County Park office in Swindon.

The role will be responsible for contacting new and existing customers about our range of waste services. You will be generating, coordinating, and securing leads and orders whilst providing excellent customer service.

About the role

- Ensure products and services offered to customers are explained ensuring the customers understanding in a timely manner
- Provide options and prices for all associated products and services using the sales quotation system
- Setting up of accounts
- Receive, record, and process customer orders including cash sales on the CRM system
- Ensure processes, policies and procedures are adhered to maximising opportunities
- Build rapport and lasting relationships with customers to enhance the reputation of the brand
- Support with market research under the direction of the sales manager and marketing manager
- Make suggestions where appropriate to improve processes ensuring that they remain cost effective and at the same time maximise customer satisfaction

About you

- Excellent communication skills, verbal, non-verbal and written
- Ability to relate to others and build effective working relationships
- Proven sales record to meet and exceed targets
- Knowledge of telemarketing processes preferred but not essential
- Strong IT skills
- A hunger to achieve and go the extra mile
- Professional and self-motivated
- Ability to work under pressure
- KPI target driven

Please email your CV to join@hills-group.co.uk or contact Hills on 01793 781199 for an application pack quoting the relevant Vacancy Reference HGL1374.

The Hills group is committed to monitoring and maintaining equal opportunities and welcomes applications from all sections of the community.

www.hills-group.co.uk