

Job Advert – Telesales Executive

The Company

Asset Alliance Leasing Limited are the UK's leading transport and commercial vehicle finance provider and largest independent retailer of new, nearly new and used commercial vehicles.

We are continuing to experience growth and currently have five locations throughout the UK.

We have an excellent opportunity for an experienced **Telesales Executive** within our Marketing Department based at our offices in Ringwood, Hampshire. You will become an integral part of the Team providing support across various areas of the business and being the ultimate brand ambassador for the Asset Alliance Group.

The Role

You will be responsible for developing incremental new business opportunities for our Sales and Business Development Teams across four business areas including Truck & Trailer Sales, Contract Hire & Leasing, Bus & Coach and Asset Finance.

You will be responsible for

- Outbound call datasets as provided by Marketing
- Qualifying opportunities for follow-up by Sales
- Supporting the cross-selling of Asset Finance on every call/opportunity
- Logging all activities including raising opportunities on our CRM system
- Providing weekly and monthly reports on calls and tracked conversions
- Delivering on targets / objectives set

The Person

- Proven experience in Telesales
- Have good people skills including listening, being empathetic, creating positivity)
- Good Sales ability built around objection handling
- Perseverance and resilience
- Can work on their own Initiative and be Self-motivated
- Target-driven
- Clear communicator
- Excel, CRM and Measurement capabilities

In Return

You will have the opportunity to work for a business that is committed to investing in its people and company culture.

- Competitive salary
- 25 days holiday + bank holidays
- Holiday purchase scheme
- Excellent working environment
- Perkbox
- Life Cover