

## Outbound Development Consultant

**Reporting To: Sales Team Manager**

**Department: Sales**

**Location: Norwich**

**Contract: Permanent (Mon-Fri 9am – 5pm)**

**Salary: Competitive, with OTE of £31,000 pa**

**Pension, Health Plan, 5 weeks' holiday, plus birthday day off, plus 8 paid Bank Holidays, Gym discounts, uncapped commission (subject to terms of employment)**

If you are money motivated and want to earn over £31,000 in a business to business sales role then apply to QMS to give your career and bank balance a boost, you won't regret it!

We even get that moving into a new sales role when you don't know the product can be tricky, so we have reduced all targets when you first start but you can still earn commission.

### About us

Operating in the UK since 1993 QMS International provides professional consultation and support for Organisations that require a hassle free and cost-efficient route to ISO Certification.

We have proudly been delivering internationally recognised Management Systems for 25 years, with the aim of 'making businesses better'. Our growth plans are ambitious. Our customer base has grown significantly over the past few years and this growth will continue – that's where you come in

### Role Description

We are looking for a proven outbound telesales professional/lead generator to join our team and generate new business leads. This role will combine calling new businesses whilst also upselling additional ISO standards to existing QMS customers. This is a new role which requires a driven and resilient individual who can learn fast and adapt to change.

### Key Responsibilities

- Achieving daily productivity KPIs – including call time and dials
- Achieving daily lead generation KPIs – including volume of leads generated and quality
- Achieving monthly volume and value targets (once trained and ready to sell end to end)
- Learning the full range of ISO products and services available - including e-learning
- Working closely with the marketing team to define targeted campaigns aimed at generating ISO leads for follow up

## About you

You are an excellent B2B sales-person with great attention to detail and a methodical approach to your work. You are itching for the chance to earn more money and work for a professional, supportive and friendly company where you have the chance to shine every day and have some fun along the way.

You have instinctive sales skills, the professionalism and personality to build instant rapport and develop great business relationships across the SME market. You understand the importance of building a pipeline and can vary your approach to suit your audience.

If you think you could add value to our business but more importantly smash the sales targets to double your bank balance – **get in touch now.**

Our company is proud of its culture and values, colleagues are expected to demonstrate our values in their day to day delivery of their roles.

*Please note: While we endeavour to respond to all applications, if you have not heard back from us within 3 weeks of applying, your application has not been successful on this occasion. Applicant details will be kept on file for 12 months.*

