

Position Title: Territory Development Representative**Location: Brentford, Greater London, UK**

Our client is a company with the mission is to help organizations protect their people, reputation and bottom line. They are providing the world's most comprehensive ethics and compliance software platform. The Company is committed to doing the right things right and believe they have the ability to help every organization to do the same. Now they are trying to build up more advanced B2B functions such as Marketing, Implementation, Sales, or Client Services.

Skills/background needed:

- University Degree helpful; not required
- 0 - 2 years of sales or telemarketing/tele sales
- Fluent in German
- Previous retail sales, telemarketing, or lead generation is a plus
- Polished and advanced telephone manner
- CRM Literacy (e.g., Salesforce.com, etc.)
- Outstanding organisational, prioritising and time management skills, research and persuasion skills, and a strong self-starter
- Excellent probing and listening skills, to uncover the prospect's "pain"
- Ability to maintain a high call rate and to assess prospect's "fit"
- Excellent communication skills – both verbal and written
- Assertive and self-driven (e.g. good at establishing the decision maker and qualifying the lead)
- A record of being tenacious and results oriented

Your responsibilities

- Contact and schedule appointments with senior management and/or executives in target market
- Nurture high quality interested prospects over the phone to acquire/generate qualified business leads
- Document, track and monitor all leads and activities in Salesforce.com
- Acquire in depth knowledge of our full range of services and convey that knowledge to potential clients, adhering to company messaging and positioning
- Collaborate with market intelligence analyst to identify and source potential leads
- Follow up with prospects who responded to marketing programs and campaigns
- Assist with list building activities as directed by Manager of Demand Generation
- Build a solid understanding of sales concepts including lead management process, customer lifecycle, lead nurturing, sales/marketing automation through our Salesforce.com system, and our overall sales process

Salary

25.000 + 35% OTE unkept commission

Please send your application to Ricarda Kiebler at england@praktikum-in-london.de