***PHS Direct Telesales Internal Development Consultant***

***Tamworth.***

***The Role:***

*To deliver growth in new business from competitive customers in the Hygiene sector using targeted customer and marketing information, delivering against a set of agreed objectives in line with the Hygiene Sales strategy.*

***Key Responsibilities:***

* *Call prospect customers to win new business using targeted customer data and supported by targeted marketing campaigns.*
* *Develop and close sales deals over the phone.*
* *Work with your Team Leader to develop a strategic plan to win new business in their region from targeted competitors and customers.*
* *Accurately forecast and deliver against revenue targets.*
* *Focus on the effectiveness, efficiency, and quality of sales activity not just the quantity.*
* *Pass prospects / leads to the relevant Field Sales Consultant*
* *Use the CRM system to effectively record, manage and develop opportunities.*
* *Always looking to improve the sales process and the way things are done.*
* *Focus on the root cause of problems and help identify ways to solve them.*

*The right person will be a confident communicator who thrives in a fast -paced commercial environment and has the tenacity to go after and win new business.  They will be outgoing and self-motivated with the ability to bring positive energy and focus to their team and colleagues across the business. Open to change they will bring their ideas and work with the Team Manager and the team to improve the way things are done.*

***Skills and requirements:***

* *Excellent Communicator*
* *Builds rapport with customers easily over the telephone.*
* *A commercially savvy, analytical thinker*
* *Spots opportunities and capitalises on them.*
* *Demonstrable understanding of sales methodologies*
* *IT savvy*
* *Demonstrable experience in delivering against new business growth targets.*
* *Proven track record in a hunter tele-sales role ideally in the industry*
* *Proven experience of using a CRM system, preferably SFDC*
* *Has high energy and pace*
* *Thrives in a demanding sales environment.*
* *Is resilient and tenacious in their approach to winning new business.*
* *Has high professional and personal standards*
* *Can be decisive and resilient.*
* *Is someone who can challenge, respectfully, constructively and effectively*

***In return for your commitment and expertise, you will receive:***

* *A basic salary of £26,000.00 OTE £40,500.00*
* *A full-time permanent role. Monday -Friday,*
* *We offer accredited ILM Training in house and external training.*
* *Ongoing career and development opportunities.*
* *Over £1000 worth of savings and discounts at Supermarkets and High Street stores with PHS Perks.*
* *Company pension.*
* *24-hour wellbeing helpline.*
* *Free Parking*
* *Holiday buy and sell scheme.*

***phs Group was founded in 1963 and we are the leading provider for Hygiene Services in the UK, Spain and Ireland with over 120,000 customers across 300,000 locations incorporating numerous businesses during its 61 years of business.***

***Our businesses include: Washrooms, Healthcare, Floorcare, phs Direct, Direct 365, phs Greenleaf, Teacrate, Besafe, Wastekit and Compliance.***

***At phs, we pride ourselves on our diverse workforce, and ensuring we have an inclusive environment for all our staff. We remain committed to ensuring our teams can bring their true selves to work without risk or fear of discrimination.***