



windsor telecom

PERSON SPECIFICATION

Title: B2B Telesales Role

Location: Farnham Office

SELECTION CRITERIA	Essential	Desirable
Knowledge and professional experience		
Track record of working in sales based revenue generating role (minimum 2 years)	Y	
Experience of working in a fast paced target focussed environment	Y	
Demonstrable experience of account management (minimum 2 years)	Y	
Tele-sales, or field sales, B2B or B2C experience	Y	
Computer literate with experience of Microsoft Office, Excel, and CRM software, competent web user	Y	
Skills and abilities		
Skillful negotiator with ability to present a service professionally and enthusiastically	Y	
Experienced and fully comfortable with cold calling – both telephone and face to face	Y	
Strong closing skills, tenacious and single minded about managing the sale process	Y	
Self starter – plans/carries out responsibilities with minimal direction	Y	
Creative and original thinker	Y	
Articulate – both in oral and written communication	Y	
Ability to assimilate facts quickly to gain broad knowledge of customer requirements	Y	
Excellent time-management skills and keen attention to detail	Y	
Attitudes and behaviours		
Initiative taker with enthusiastic personality	Y	
Goal oriented with drive and ambition to succeed	Y	
Flexible to work demands and works well within a team environment	Y	
Has a positive ‘can-do’ attitude and bounces back from set-backs	Y	
Willing to support others and share information	Y	
Self confident and able to assume responsibility	Y	
Handles stressful situations and deadline pressures well	Y	
Other		
Knowledge of wider telecommunications and related market sectors		Y
Ability to travel away from home from time to time for meetings	Y	
Holder of a full, valid UK driving licence		Y
Committed to the ethos and objectives of the Windsor Telecom	Y	