Telephone Sales Consultant - *Retention & Growth*

Reporting to: Telephone Sales Manager
Hours: 8.30am – 5:00pm (flexibility required)
Training: 5 weeks paid intensive training covering sales techniques, product knowledge, company policies and computer systems.
Benefits: Uncapped commission and an overseas incentive trip for top performing Sales Consultants - this year they're off to South Africa! As a Sensis employee you will have access to a range of programs, including health benefits, discounts, financial advice, Telstra rewards program and the Social Club.
Core responsibilities: As a Telephone Sales Consultant, your role will be to tailor advertising solutions to a wide range of new and existing customers across Yellow Pages print, online and voice products. You will be an "Account Manager" in the real sense of the word. Through your drive and motivation, you will be able to directly influence your success.

Key Result Areas:

- Achievement of revenue targets (50-60 outbound calls per day, average target 8 sales per day)
- Customer Satisfaction
- Sales quality management
- Operational effectiveness
- Adherence to Sensis values and behaviours

Essential Experience:

- Experience in a result-driven environment (deadline orientated, KPI's, bonus structures, etc.)
- Personal energy, drive and ambition
- Resilience and an ability to work under pressure
- Solid time management and organisational skills
- Highly effective communication skills - written & verbal
- Resilience and an ability to work under pressure
- Demonstrated team player with the ability to also work autonomously
- PC savvy - minimum intermediate knowledge of MS Word & Excel

Please note: You must be a Permanent Australian resident to apply

sensis
Find. Buy. Sell.

Yellow Pages®