

## **Direct Sales/Telemarketing Co-ordinator**

### **Purpose**

In line with our marketing and sales strategy, we are looking to appoint approximately 6 new Sales Service Executives, with native languages of either German, Spanish, French, Arabic, Italian, Portuguese, Swiss German.

We are looking for passionate, customer focussed, commercial, professionals to join our Direct Sales/Telemarketing Team and grow our B2C business. Your primary goal is to convert leads into sales, for our exciting language products.

### **Responsibilities:**

- Sell Eurocentres courses and connect to our clients directly mainly through phone, but also email and social media
- Reach and celebrate, weekly and monthly sales targets and other predefined KPIs
- Prepare Eurocentres clients for the adventure ahead by organising their course, accommodation and travel plans as well as advising them on visa matters.
- Weekend shifts, early morning or late evenings might be required depending on the markets you will be working with (i.e. if they are on a different time zone)
- Work in a global environment

### **Qualifications, Skills/Competencies:**

- Educated to a degree level or equivalent
- Ideally you have 1-3 years' experience in telemarketing, telesales or sales (by phone)
- You have spent some time studying or working abroad
- Your level of English is excellent
- Computer literacy - use of Class, Microsoft, Hubspot and G-Suite is advantageous
- You are a communicative and customer focused person - with a passion for details and closing sales.
- You like to take full ownership of direct sales and reach weekly and monthly sales targets mainly via telemarketing
- You are committed to providing excellent pre-and post-sales client service and support
- You have a positive attitude and an entrepreneurial spirit
- You are ambitious, good at multi-tasking, show great organisation skills and have a good sense of self-management.