Employer: TOGIP

Disciplines: SBGL, Acomos, Chic Retreats, Affiliate Box, Code Giants, StayBooked & DeskGo

Position: Outbound Sales Generator

Salary:£15k + Commissions + Travel

Description: This role requires a sales mindset. It will require persistence and discipline to be successful. The sole purpose of this role is to create outbound sales opportunity for the disciplines above. This role will require industry knowledge and product training with the continued support of the account managers for demonstration and assistance.

Outbound Sales Generators will be responsible for their own lead generation but may wish to look at the other brands to close the deals. The OSG will be offered special rates and deals across the brands to assist them in closing deals and demonstrations.

OSG’s will be targeted on the following:

1. Number of calls made
2. Number of demonstrations booked
3. Number of demonstrations carried out
4. Number of demonstrations cancelled

The OSG will work closely with all the account managers to identify sales opportunities and discuss lead quality. The OSG will report to TOGIP whoever as TOGIP will manage time and sectors OSG works within at any given time.

**Key responsibilities and duties:**

Therole will require the generation, booking and successful completion of sales appointments, meetings, and sales completions. Key duties of the role will involve:

* Lead generation
* Third party product sales will need to be reviewed and vetted
* Liaise with Line Manager to sell any other areas of business such as training etc
* Cross selling our product range to current clients
* Booking in visits and follow up calls
* Liaise with Account Managers and understanding their requirements and sectors they see opportunity

**Sales Consultant skills and qualifications:**

* Self-motivation.
* Ambition.
* Smart appearance and demeanour.
* Hospitality software knowledge and good IT proficiency.
* B2B experience.
* Commercially astute preferably with hospitality experience.
* Ability to lead generate.
* Networking and relationship experience.
* Willingness to travel with overnight stays.
* Confidence in dealing with senior company executives.