



TELEMARKETER

Radio Pulpit seeks to employ energetic, self-motivated, target driven individuals who have previous sales experience and who have successfully chased targets in a telemarketing environment.

Key responsibilities include:

The successful candidates will:

- Close sales deals over the phone and maintaining good donor relationships.
- Provide leads with more information on the Company and identify potential areas of financial assistance from each caller.
- Ask questions to understand donor/listener requirements and close sales.
- Identify opportunities and potential leads to add to the database.
- Develop creative pitches and propositions aimed at specific donor/listeners (depending where the lead comes from – e.g. camp attendants, ordering a programme, etc.).
- Proactively follow up on leads loaded and generated on the CRM system.
- Regularly update all listener/donor information on the system (including information such as ID numbers, e-mail and other relevant addresses, contact details, etc.).

Applicants who meet the following criteria are encouraged to apply:

- At least **two years' experience** in sales and **one year's experience** in telesales.
- Formal qualification in sales/marketing will be advantageous
- Computer literacy (MS Office)

Required Skills, Competencies and personal qualities:

- Excellent communication and listening skills
- The ability to think on your feet
- Persuasive and highly motivated to make sales
- Closing Skills
- Persistence
- Achievement orientated
- Ability to use own initiative
- Ability to perform effectively when there are pressure peaks
- Sets high standards and consistently achieves them
- Excellent telemarketing skills
- Good hearing and clear speech
- The ability to handle difficult people
- Must be service orientated, helpful and quality conscious

Salary: Fixed amount + Commission (Pretoria – Kilner Park)

Please email your CV to telemarketing@radiopulpit.co.za

Closing date for applications: 10 August 2018

If you have not heard from us by 24 August 2018, please consider your application unsuccessful.