

## CCS Media Recruitment: Telesales Representative

### Leeds Office

#### Overview

CCS Media are a technology solutions business built around our people and customers. As an award-winning employer, CCS Media are growing fast and we know how to win in business and more importantly, maintain long-lasting relationships. With a turnover of over 281 million pounds, 13 sites and over 500 employees, our success comes from the people that work here. Our workforce enjoys a 9am-5pm, Monday to Friday working day, in a business casual dress code, within bright and spacious offices, with an option to work from home some days too.

We're looking for ambitious New Business Telesales professionals, looking to progress their careers and take their first step into the world of IT sales, working with the world's leading technology brands.

#### Your Role:

As a new member of our sales team, you will be responsible for calling into prospective business accounts, aiming to build relationships and provide IT solutions. You will also be responsible for growing these relationships and expanding CCS Media's portfolio with these customers. Responsibilities will include; researching potential customers to drive new business, generating new business through cold calling as well as account management including project-based work, regular customer contact, managing timescales, and understanding strategy.

- Articulate and personable in your approach, with a great telephone manner and great sales skills
- Highly organised, with excellent communication and administration skills.
- Target-driven with a strong sense of initiative
- Able to work independently as well as within a team to achieve results.
- Competitive and money driven.

#### Rewards:

All our sales roles offer great starting basic salaries £20 to £25k plus high earning potential, thanks to the uncapped commission structure. Many of the team are earning £60k OTE within 2 to 3 years. There are fantastic incentives too - including trips all over the world, vendor days, vouchers, free lunches, early finishes and a great social scene.

Other benefits include a pension scheme, life insurance, and access to private GP consultations for you and your family.

We'll even give you an extra day's holiday on top of your usual entitlement on your birthday.

**Please email Claire Walker (claire.walker@ccsmedia.com) if you are interested in the position or have any questions about the role. The team is based in Chesterfield, and training will be on-site at Head Office. The role supports agile working and may require periods working from Head Office with the rest of the team.**