



Job Title: Telesales Executive School Book Fairs – Term Time Contact Centre – Bangor, North Wales

With 30 years of heritage, Book People is the country's favourite direct bookseller, which prides itself on creativity, longevity and authority within the bookselling industry. Founded by book enthusiasts on the principle of making books available to everyone at unbelievable prices, Book People has the unique advantage of offering the knowledge of independent booksellers along with a range competitive with online giants. Through its fleet of local booksellers, mail-order catalogues and award-winning website, The Book People's aim is to give its customers the service they deserve, by make shopping for books as enjoyable and convenient as possible

We are looking to appoint a motivated telesales executive to join our Telesales Team in Bangor.

The Role - Main responsibilities

- Develop leads and make cold calls to generate bookings.
- Manage accounts and build internal and external working relationships.
- Call prospective schools and distributors to drive engagement.
- Meet agreed term time targets.
- When required attend meetings and events to promote the business.
- Adhere to Data Protection Act regulations appropriate to the role.
- Follow company Health & Safety guidelines appropriate to the role.
- Perform any reasonable request from a Manager.

The Person – Key Attributes

- Be hard working, motivated, proactive and enthusiastic.
- Be self-driven with a natural internal desire to succeed.
- Have effective IT skills and database experience.
- Have planning and time management experience.
- Thrive on multitasking.
- Be able to prioritise work load.
- Be an excellent communicator in all areas.
- Demonstrate a positive attitude and embrace change.
- Understand schools and their internal operations.

Hours of work

- Monday to Friday, 32.5 hours per week. You will be required to work set shift pattern between 8am and 4pm (to be discussed during interview stage).

Salary

- £13,000 plus commission



Method of application

- If you are interested in this exciting Telesales Executive vacancy, please apply by submitting your application form along with a cover letter explaining why you believe you are suitable for the position to **craig.dawson@thebookpeople.co.uk**

Closing Date for applications

Friday 18th October 2019