



Sales Consultant

Since our formation in 2009 we have grown into an award-winning business. Based in Warrington we support customers nationwide. We describe ourselves as a fast-moving, innovative and people focused organisation. We're good at what we do, but there is always room to improve which is why we're serious about investing in our people.

The role:

As a Sales Consultant you will be working within the B2B and or the B2C sales divisions enhancing the current team. Working with Tenants, Landlords and Letting Agents across the UK, you will be providing them with a comprehensive suite of our products relative to our General Insurance, Legal Evictions and Tenant Referencing departments. In this role you will be utilising all aspects of telemarketing to not only generate leads from cold calling but working with warm leads from our internal divisions and marketing department. You will be maintaining and updating our in-house CRM system, salesforce as data is king. You will be expected to prepare marketing packs to prospects/targets, inbound and outbound calls, exceeding sales targets and all KPI's, plus any basic admin duties that come with the role. A minimum of 2-3 years in a telesales role is essential.

The person:

Through being positive and friendly you will build rapport with clients whilst providing a professional service. We pride ourselves on delivering a high-quality service which is customer focused. We want a team player who is ready to perform and driven to succeed in both sales KPIs but service also.

What can we expect from you?

- Positivity - Make the last call of the day sound like your first call
- Reliability - Be someone who we can depend upon on to deliver for the team and our customers
- Work Together - Be part of a fantastic team and achieve together
- Motivation - Achieve your potential with uncapped commission
- Grow - Develop within your role and grow with our business
- Inspire - Share your ideas to improve the way we do things
- Co-ordinator – Able to plan and forecast
- Communicator – Demonstrate high quality skills.

Key Responsibilities:

- Generating leads for the team
- Working and managing your pipeline
- Taking inbound and making outbound calls

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- Liaising with other divisions to build rapport and maximise sales
 - Explain features and advantages of various products

Skills:

- Excellent communicator
- Outstanding negotiator
- Highly organised

What will you get in return?

- Salary £18,000 - £21,000 dependent upon experience pa + Uncapped Commissions – OTE Favourable
- Pension Scheme
- Company reward scheme including: length of service awards, peer to peer recognition, suggestion scheme and employee of the month, quarter & year awards
- Free fruit, tea and coffee
- Refer a friend reward scheme
- Company social events including: summer parties, team nights out & much more
- Make a difference day – 1/2 paid day off work to volunteer at a charity of your choice

Why LegalforLandlords?

At LegalforLandlords we work hard and we're constantly developing - our people, our processes and our technology and we all share the same goal; to consistently deliver a seamless, easy and enjoyable experience to each one of our customers and employees.

You can be certain that with LegalforLandlords you're always learning new things and creating new opportunities for yourself. We really believe in our people & strive to ensure you reach your full potential.

So if you're excited about a new challenge, want to work in a fast paced environment, with a team of like-minded people, you're in the right place, please email your CV to recruitment@legalforlandlords.co.uk.