

## **TELEMARKETER**

Spark ATM Systems is South Africa's premier ATM deployer selling, installing and maintaining ATMs in a broad range of retail, leisure and hospitality locations across South Africa. In addition to hosting an ATM and receiving all the related benefits, the location also gets a share of the transaction revenue. The company is at the forefront of revolutionising the South African ATM industry by offering consumers access to their cash in a safe, friendly and convenient location.

Just as we focus on our customers, we also want to see our own people happy and inspired. Our ongoing comprehensive industry training, personal development programs, empowering company culture and philosophies has ensured that we continue to attract and retain top talent to fuel our 40%+ annual growth rate.

Due to our continued growth, the position of **Telemarketer** exists in Cape Town for a qualified individual who wants to be part of a dynamic work environment:

### **JOB DESCRIPTION**

- Source good leads from online sources, suppliers and referrals
- Responsible for making outbound phone calls to prospective clients
- Responsible for qualifying leads on the phone to ensure that only suitable sites visited
- Organise, schedule and manage the diaries of sales consultants across various regions
- Make the sales consultant's time use more efficient through intelligent planning of routes and driving times
- Meet targets with regards to new appointments per sales consultant
- Meet targets with regards to sales by sales consultant due to high quality appointments being set
- Obtain a thorough understanding of the geographical areas the sales consultants operate in
- Responsible for logging opportunities on a central CRM system and on sales reps diaries
- Manage the CRM system to make sure all leads are followed up and revisited regularly
- Provide excellent customer service with the understanding that this is the only sustainable competitive advantage
- Keep abreast of developments within target segments to identify opportunities

### **REQUIREMENTS – PROFESSIONAL**

- Proven ability in a similar role over the preceding 3 year period
- Proven success in achieving telesales targets
- Ability to meet and exceed defined sales targets
- Interest and/or prior experience in technical area/product
- Computer literate (including Windows, MS Word, MS Excel, Internet Explorer & Google Search Engine)
- Ability to quickly search for and find target sites on the internet, google and other search engines
- Fluent in English and preferably Afrikaans

### **REQUIREMENTS – PERSONAL**

- Have a passion for excellence in all aspects of their career
- Have a polite but direct telephone manner
- A sense of humour coupled with the ability to express themselves credibly to clients over the phone
- Must possess people skills and a personal style that will establish credibility with internal & external customers alike
- Possess strong verbal and written communications skills
- Able to think-out-the-box and generate new ideas
- Must be responsible, self-disciplined, reliable, systematic, and have a high degree of personal integrity
- Follow procedures and have a structured approach to problem-solving
- Must be organized, motivated and able to manage own time effectively
- Must be able to respond positively to different situations
- Must be able to handle pressure

### **THE COMPANY OFFERS THE FOLLOWING:**

- Competitive salary package
- Tailored incentive scheme designed to financially reward job performance
- A challenging, rewarding and fun work environment

- An excellent career growth opportunity
- Full product knowledge training will be provided

Interested parties should email a concise CV (in MS Word format) with subject line: TELEXE0112 and a covering letter outlining why you feel you are suited to this position as well as 2 suitable references to <mailto:jobs@sparkatm.co.za>. Please indicate your current/ previous earnings.

Please note: Emails will not be acknowledged. If you do not hear from us within 14 days of the closing date, please regard your application as unsuccessful. Only short-listed candidates will be contacted.

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