

As a member of the Digital Marketing Group (DMG), HSM Limited is part of the UK's leading marketing organisations. At HSM, our speciality is high-level, Business to Business telemarketing and we work with some of the biggest brands in the UK and globally, including Vodafone, Vauxhall and the AA.

Our understanding of our industry and our client base demonstrates that we are not just talk!

Our Business Development Executives take great pride in representing their dedicated client. Every contact that is made is crucial in building the relationships that enable our clients to remain market leaders, and so our staff play a fundamental role in the business process.

### **You have to love to talk!**

Your training and knowledge can give you the information you need to talk business, but it is your interest, your confidence on the telephone and your personality that will shine through and interest your contact.

Telemarketing does mean that the telephone is the tool of your trade. You have to enjoy using it, or it may not be the job for you!

Other key attributes for the role are drive, determination and self motivation, as the environment is target driven, and at times can be tough.

So, if you love a challenge, are driven and like to talk, have a good telephone manner and a great personality, we want you on our team! Full training is provided, and you are completely set up with everything you need.

### **Strength in numbers.....**

Our Business Development Executives are all part of a Team. No-one works alone on the operational floor. Each Team Leader is based with their staff and so there to offer advice, support and feedback when it is needed. You will have your own desk, pc and headset, and your own database to work from (for which you will have had full training). So we give you all the equipment, we just need you to bring the talent!

### **Making a difference.....**

Your data will become your little pot of gold! Once you start to contact your carefully selected businesses, gather that information and build those relationships with the decision makers, the opportunities start to unfold. Before you know it you are converting conversations into the solid opportunities that become the backbone of our Clients successes.

Needless to say, although it can be tough – it is very rewarding!

## **Come and join our team! – Business Development Executive Vacancies**

As a Business Development Executive at HSM you can expect a welcoming and motivational working environment. Our commitment to you is our ongoing training and support, we will give you everything you need to do a great job, however only you can ensure your success.

You probably already know where we are located; Arclite House (you know, the stunning glass building overlooking Peatmoor Lake)

### **Key tasks and Responsibilities**

- To meet/exceed all individual and team targeted areas
- Optimise all customer/prospect contact opportunities
- Ensure that campaign database is updated at all times and in line with HSM “Best Practice”
- Adopt the HSM telemarketing call structure during all conversations with Decision Maker Contacts
- To represent HSM in a professional manner at all times
- To follow all HSM attendance and HR policies and procedures

### **Skills and competencies**

- Drive for success/results driven – the persistence to strive to achieve challenging goals
- Excellent communication skills with both internal and external teams
- Persuasion, ability to convince and influence others
- Tenacity – The ability keep on going!
- Team Working

### **Benefits**

- Competitive starting salary
- Fully paid induction programme delivered by our on-site training team
- Working hours are 8.30am till 5pm Monday to Friday (we don't work evenings or weekends!)
- 22 days holiday per annum (plus 8 Bank Holidays per year!)
- Contributory pension after a qualifying period of service
- NVQ training
- Generous discounts with various local businesses
- Free parking
- Yearly social events