



Telesales Consultant

The above vacancy exists within the Sales Division and reports to the Sales Manager. The purpose is to grow revenue through licensing music users in designated areas. The ideal candidate will be someone who has successfully completed Matric with a minimum of 2-3 years working experience in a telesales environment.

Key Performance areas:

- Sales revenue.
- Review signed license agreements.
- Research.
- Re-evaluation of venues.

Minimum requirements:

- Good verbal and written communication skills.
- Competent PC and keyboard skills, including working knowledge of word processing and spreadsheet packages.
- Candidate must be self motivated and show initiative.
- Ability to work under pressure in order to meet targets and deadlines.
- Ability to work independently as well as part of a team.
- Excellent administrative skills.

Core Competencies:

- Achievement orientation.
- Persuasiveness and assertiveness.
- Integrity.
- Decision-making skills.
- Customer service orientation.
- Listening skills.
- Attention to detail.
- Goal setting ability.