



## *Telesales Consultant*

The above vacancy exists within the Sales Department in the Sales Division and reports to the Telesales Manager. The purpose is to grow revenue through licensing music users in designated areas via telephone. 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.
- Signed License Agreements.
- LINF Cases.
- LINS Cases.

### **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 or Assertiveness.
- Integrity.
- Decision-making skills.
- Customer service orientation.
- Listening skills.
- Attention to detail.
- Goal setting ability.

If you are confident that you have the necessary skills with the ability to handle pressure, please forward your CV in confidence to [cv@samro.org.za](mailto:cv@samro.org.za)