



Global Leaders Africa **Job Description – Telesales Executive**

www.globalleadersevents.com

Job Title: Telesales Executive

Department: Sales

Reports to: Marketing Manager, Global Leaders SA

Desirable: Minimum three years sales experience, with focus on outbound sales calls with closure to senior, high level decision makers, B2B background, preferably events & conference background/knowledge; and own transport

Start Date: Immediate

Salary: Basic, which will reflect the skills and experience you bring to the job, plus a competitive un-capped, commission based remuneration

Location: Global Leaders Africa Head Office - The Campus, Bryanston, Johannesburg

Contact: James Wight, Global Leaders SA, Email: james@globalleadersevents.com; and send CV & 1-page covering letter on why you are a suitable candidate for the job.

Job Summary: A fantastic opportunity for an experienced, self-motivated and ambitious salesperson to generate delegate sales for high profile Global Leaders thought-leader events in South Africa. The successful candidate will have the ability to generate revenue across wide ranging industries in the private and public sector, and have the determination to meet and exceed sales targets. The incumbent will be rewarded with generous commissions.

Main Tasks & Responsibilities

Job Description:

- Integral part in the overall event marketing campaign and responsible for booking at least 20% of the overall event budgeted delegate number, in a performance based environment
- Actively selling Global Leaders' public thought-leader events and other products in South Africa
- Proactively selling to senior decision-makers on our database and other, relevant external database lists
- Source leads, meet deadlines and meet or exceed targets while under pressure
- Disciplined approach to follow-up telephone work and converse fluently in English with the highest level executive prospects
- Capacity to maintain a healthy call volume throughout the whole event marketing campaign.

Special skills/attributes required for the job (Tests will be conducted)

Essential:

- Computer literate and proficient in the use of Excel, Word and Outlook
- Hardworking and creative approach to sales
- Demonstrate fluency in written and spoken English
- Strong relationship building skills and proven negotiation skills
- Willingness to work longer than normal office hours
- Practice good time management
- Trustworthy, professional and reliable, including dealing with confidential information
- Team worker
- Flexible with regards to remit of work
- Customer focused



Desirable:

- Written and Spoken understanding of at least one native South African language

Minimum Education level required:

- Educated to Matric level or equivalent

Work Experience

Essential:

- 3 years sales experience with excellent track record required, with focus on closing sales on the phone
- Strong administrative experience in a cross functional environment

Desirable:

- Events and conferences industry knowledge/experience

Nb. Two up-to-date references will be required, and references calls with previous employers will be made.