

Graduate Telesales Executive – BrandIndex

Department: BrandIndex
Location: 50 Featherstone Street, EC1Y 8RT, Central London
Reports To: Sales Manager
Hours: Full Time (37.5hrs)

YouGov is a provider of world leading research. We are a fast growing business, developing ground breaking consumer research reports for a number of different sectors. We require tenacious, proactive Graduate Telesales Executives that are enthusiastic and driven to reach their targets in order to earn great financial rewards.

Overall Objective

This entry-level role is a great opportunity for you to work in a exciting Sales team, developing as a Graduate Telesales Executive, creating new business from both existing and new clients. You will be supporting the Sales Manager in the expansion of new business and marketing initiatives

Key Responsibilities (training – both formal and on-the-job - to develop in some of these areas will be provided)

- To sell and promote BrandIndex products to new clients
- To build positive relationships with clients on new projects
- To network effectively with potential clients through various means of opportunities
- To react to and work with the Head on issues in the sector(s) which present YouGov with new business opportunities.

Personal attributes

Are you:

- Money motivated and hungry for success?
- Energetic, determined and confident?
- Results driven?
- Self-disciplined?
- Self-motivated?

Do you have:

- A positive attitude?
- Excellent organisational and time management skills?
- A professional manner?
- Good listening skills and communicate effectively with a wide range of audiences?

Skills required

You should have:

- Excellent interpersonal skills
- Good telephone manner
- Strong initiative, negotiation and influencing skills
- Problem solving, analytical and numerical skills
- Good client focus and handling skills
- Good written, oral and electronic communication skills
- Strong business and commercial acumen

You should be:

- Proactive in account management and sales focus
- Able to self-organise and self-manage to achieve business development targets
- Hungry to learn

Education and qualifications

- Educated up to at least degree level from a good university
- Fluent written and spoken English

What we offer

- Training and development to become a world class salesperson
- Attractive commission structure with no cap
- Outstanding career progression

This is not an exhaustive list, and you will be expected to be flexible in your approach to carrying out your duties, that may change from time to time to reflect changes in the Company's circumstances. This will include providing cover for colleagues as required. The Company therefore reserves the right to vary the job description in consultation with you.

All YouGov plc employees are expected to comply with the Company's policies, rules and procedures as outlined in the handbook, health and safety manual and all other publications.

Please send your CV and covering letter to vacancies@yougov.com