

### Graduate Telesales Executive– Omnibus

Department: Omnibus (Products)  
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

- To develop new business from existing YouGov clients and new clients to YouGov over the phone primarily but also face to face
- To build and look after a specific territory
- To support the Sales Manager in the development 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)

- Sales and promotion
  - To agree targets, both financial and structural (i.e. organisation specific), with the Sales Manager and deliver on these targets
  - To sell and promote Omnibus products to new clients
- Client liaison
  - To advise and build positive relationships with clients on new projects
  - To network effectively with potential clients through various means of opportunities
- Proposal writing
  - To ensure the most effective solution (to the client) and most profitable solution (to YouGov)
- Subject knowledge
  - To react to and work with the Sales Manager on issues in the sector(s) which present YouGov with new business opportunities
- Presentation and report writing
  - To oversee, prepare and deliver presentations of our work, which provide clients with the insight and data which they require
- To ensure client satisfaction and to represent YouGov plc in a professional and ethical manner at all times.
- To ensure queries not relevant to the Omnibus department are passed on to the relevant contact or department promptly.
- To protect YouGov in all client relationships and act with integrity at all times.
- To operate with a strong commercial awareness in order to minimise exposure and ensure quality business is generated and retained.

#### 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 least degree level or equivalent
- 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](mailto:vacancies@yougov.com)