

TELESALES SUPERVISOR

Salary: £20k-£25k

Location: Bangor, Gwynedd, North Wales

Due to the continued success and growth of the business an exciting opportunity has arisen for an experienced and driven Telesales Supervisor to join our organisation based in Bangor, North Wales.

The Role

Leading a team of internal sales professionals, you will be supporting and leading a predominantly inbound team of telesales executives in all aspects of performance, coaching and development.

Utilising your leadership skills you will drive the team forward ensuring that all individual and team targets are achieved and that revenue potential is maximised across all accounts.

You will constantly strive to look at new ways to improve the operation and increase sales performance. You will monitor the team's activity for quality and quantity, lead by example and consistently demonstrate excellent sales skills and a strong work ethic.

You will also have your own sales targets and there will be a combination of account management and new business development in this role.

The Person

To succeed in this role, you must be extremely determined and resilient, with excellent people skills and the ability to influence customers and members of your team.

You should be experienced in people management including appraisals, 1 to 1s, training and development and in driving and delivering results in a targeted environment.

Previous experience in a sales role and a proven track record in successfully supervising and motivating a telesales team's performance preferably within a business to business telesales environment are essential to be considered for this role. Knowledge of the internet and e-commerce would also be advantageous.

The Company

SecureTrading is the UK's leading independent Internet payment service provider with more than ten years experience. The company's bespoke solutions enable online retailers to accept credit and debit cards and alternative payment options such as PayPal and Ukash. In addition, SecureTrading offers a broad range of complementary services such as its unique suite of counter fraud services, which makes it one of the safest ways to trade online.

Next Steps

In the first instance please send your CV to hr@securetrading.com and suitable applicants will be contacted within 3 to 5 working days.

No agencies, thank-you.