



Gorkana | durrants | metrica

Telesales Executive

Gorkana Group

Fantastic opportunity to join an exciting and growing media intelligence business. Top quality telesales executive with outstanding track record in B2B sales required. Old Street office. Base salary £23,000 realistic OTE £40,000 +.

The Gorkana Group has long been known as the UK market leader in media planning, monitoring and evaluation. Having combined Gorkana's media intelligence with Durrants' media monitoring and Metrica's analysis they now give their customers unrivalled access to the 'best of breed' solution for every stage of the PR workflow. This substantial growth over the last few years has resulted in a requirement for a dynamic Telesales executive to join the existing sales team.

The company boasts an impressive array of products and the career opportunities are endless. For those with ambition and determination, this company could provide you with a great future.

Already considered the leader in terms of product and service to our customers, we have ambitious plans for the business and look set to continue to secure major new contracts in a wide range of industries, from agriculture and aeronautics, across energy and entertainment, mining and manufacturing to tourism and transport. The Gorkana Group works with clients in every sector of the UK economy.

Reporting to the Head of Core Sales, you will be selling to clients over the phone, running online demonstrations and converting incoming sales enquiries. Your prospects will be challenging professionals so you need to be confident in your own ability. In this competitive fast-moving environment, it is concrete results against targets that matter, not forecasts or predictions, and we'll be expecting you to deliver.

Obviously, this is a highly visible and pressurised role, but the kind of dynamic and enthusiastic person we're looking for will be excited by the size of the challenge. We'll look to you to grasp every opportunity to expand our business.

Your background will be impressive and you're probably a graduate, with experience of successful B2B sales from initial lead generation to conversion. Knowledge of media monitoring and our products is not essential (although those with it are at an advantage), whilst the bright personality, entrepreneurial flair and social skills to manage a situation to your advantage is absolutely essential. You will need to display excellent organisational abilities and be capable of working under pressure and hitting deadlines.

We offer a competitive salary, up to 25 days holidays (+ 8 bank holidays) and a great benefits package (i.e. season travel loan, bike to work scheme, up to 5% contributory pension scheme, subsidised canteen, Denplan, great opportunities for training and development and career progression etc).

To apply for this position please send your cover letter and CV to Birgit Berry (Head of Recruitment) at Birgit.Berry@Gorkana.com

The Gorkana Group is an equal opportunities employer and all applicants are welcome. The Gorkana Group is fully committed to treating all job applicants and employees fairly and equally regardless of their race, religion or belief, gender, sexuality, age or disability.