

## **Lead Generator B2B**

Simplelight Ltd.

£18,000 - £25,000 a year

Uncapped Commissions

We are currently looking to recruit an internal office-based sales professional to join our team based in Runcorn. This role requires a person who is driven, ambitious and who will help nurture our Vision, Culture and Values. As a dynamic and fast-moving business, we need an extremely strong sales team to strengthen our ability to grow and therefore we offer an attractive basic salary and (UNCAPPED) earning potential.

We are looking for an experienced, hard-working, target oriented appointment setter/lead generator with at least 2 year's business to business energy sales experience. The successful candidate will work for a successful provider of professional services, setting appointments and calls for the sales representatives.

The Lead Generation team are responsible for making outbound cold calls to businesses prospecting, data collecting (pipeline building) and generating new sales leads to drive revenue. Leads generated that are in the renewal window will then be transferred over to an allocated sales closer.

We are a market leader energy broker which provides Business Energy (Electricity, Gas & Water).

### **The role**

- Make outbound calls to potential clients, using contact details contained within the internal database.
- Effectively manage pipeline of prospects.
- Self-source new leads.
- Canvass new customers from internal prospect database.
- Ensure all client information is updated on our internal customer management system.
- To keep updated on product developments.
- Participate in any training and take personal responsibility for own development.
- Represent the company in a professional manner at all times.
- Use skills and knowledge of the company and its competitors to consistently identify opportunities to maximise sales potential.
- Achieving success via setting at least 10 new appointments / leads per week.
- Ensure that all calls and emails are handled with empathy, enthusiasm, confidence and accuracy. Demonstrate a commitment to be helpful on each interaction and follow through on promises.

**We are looking for enthusiastic people that are motivated by earning (UNCAPPED COMMISSION!!!) and possess the following:**

- Transferable skills from a similar role.
- Have the ability to manage your own work load and pipeline.
- Self-motivated and a passion for success.
- Ability to work under pressure when needed and still achieve targets.
- Excellent communication skills - professional and articulate.
- Ambitious character, driven and passionate.
- Computer literate.
- An ability to work in fast-paced, self-directed, professional environment.
- Team Player.

**Highly Desirable:**

- Lead Generation experience.
- Proven success in previous roles.
- Ability to demonstrate being able to work towards targets/deadlines.
- A positive can-do attitude.
- Self-assured and driven.

**Package Details:**

**Basic salary:** £18,000 to £21,500 per annum depending on experience.

**Bonus:** Attractive performance based bonus to be paid monthly. **OTE: £50,000 Based on peak performance (UNCAPPED COMMISSION!!).**

**FREE ON SITE CAR PARKING**

**Hours:** Monday – Friday 09:00 – 17:30

Our growth creates opportunity for everyone to progress their career, to develop knowledge and skill, to gain reward and recognition and to maximise their potential. We value our people and take pride in seeing them grow within our business.

If you are looking for a career that offers fantastic rewards, brings exciting challenges and opportunities, then Simplelight Ltd. is the place for you!