



BUSINESS DEVELOPMENT CONSULTANT (TELEMARKETER)

Spark ATM Systems is South Africa's premier independent ATM deployer installing convenience ATM's into shopping centre, retail, petroleum, leisure and hospitality locations countrywide. The Company is owned by Cardtronics plc, the world's leading ATM deployer operational in 10 countries and listed on the Nasdaq Stock Exchange (CATM) in the USA.

The Company is experiencing significant growth and therefore seeks a skilled and energetic Telemarketer who wants to be part of a dynamic and fast-paced work environment. The position exists in Paarden Eiland for a qualified individual who can source leads and qualify appointments to ensure that our sales targets are reached and that the needs of our customers are fulfilled.

RESPONSIBILITIES

- Sourcing and qualifying leads on the phone to ensure that only suitable sites are visited
- Making outbound phone calls to prospective clients
- Organise, schedule and manage the diaries of sales consultants across various regions
- Intelligent planning of routes and driving times for sales consultants for time efficiency
- Meet targets with regards to new appointments and sales per sales consultant
- Obtain a thorough understanding of the geographical areas in which the sales consultants operate
- Logging opportunities on a central CRM system and on sales reps' diaries
- Manage the CRM system to ensure all leads are followed up and revisited regularly
- Provide excellent customer service

PROFESSIONAL REQUIREMENTS

- Grade 12
- 2-3 Years Telesales experience is essential
- Proven success in achieving telesales targets
- Ability to meet and exceed defined sales targets
- Interest and/or prior experience in technical area/product
- Computer literacy (including Windows, MS Word, MS Excel, Internet Explorer & Google Search Engine)
- Ability to quickly search for and find target sites on the internet, google and other search engines
- Fluent in English and preferably Afrikaans

Spark ATM Systems (Pty) Ltd

Spark House, 31 Transvaal Street, Paarden Eiland, Cape Town, 7405
087 750 1000 info@sparkatm.co.za www.sparkatm.co.za

Company Registration Number: 2005/030567/07
VAT Number: 401 022 4790

Directors:

M Sternberg, R Berman, M Terry (UK), W Davies (UK), D Bolton (UK)

COMPETENCIES

- Passion for excellence in all aspects of their career
- A polite but direct telephone manner
- Must possess people skills and the ability to express themselves credibly to clients over the phone
- Possess strong verbal and written communications skills
- Able to think-out-the-box and generate new ideas
- Must be responsible, self-disciplined, reliable, systematic, and have a high degree of personal integrity
- Must be organized, motivated and able to manage own time effectively
- Must be able to respond positively to different situations
- Must be able to handle pressure

The company is offering a competitive salary & benefits, rewarding work environment, full product knowledge and exciting career growth opportunities for the right candidate. Remuneration is negotiable depending on your skills and experience.

Interested parties should email a concise CV with subject line: BD0920 and a covering letter outlining why you feel you are suited to this position to jobs@sparkatm.co.za.

If you do not hear from us within 14 days from date of application, please regard your application as unsuccessful. Only short-listed candidates will be contacted.

For more information visit www.sparkatm.co.za.

