

Discovery Agent

Annual Salary (FTE)	£20,800 + bonus (£23,800 OTE)
Benefits	Private Healthcare & Dentistry, Life Assurance & Pension
Holiday	5.6 weeks per year
Flexible Working Hours	Full Time / Part Time / Evening
Location	Poundbury, Dorchester, UK

Gungho Marketing is a well-established and rapidly growing business to business marketing agency headquartered in Poundbury, Dorchester.

We work with exciting and dynamic international technology companies, who engage our services to drive their sales acceleration and growth programmes in Europe, Asia-Pacific & the Americas.

We offer extensive and ongoing internal training, along with specialist external coaching. We operate on a 10-hour day, 4 days week. This means we have every Friday off to create a great work/life balance.

Lots of opportunity for career progression is available for the right candidates. All of the management team started in the Business Discovery Agent role and we are committed to continue hiring our management internally.

Role

This role is highly focused discovering new business opportunities on behalf of our clients through Tele-Marketing activity. The discovery process involves researching international financial companies and corporations whilst making high numbers of outbound calls to targeted companies & individuals.

As a Discovery Agent, your goal is to have an intelligent & focused discussion with the target individual surrounding their particular business needs and challenges. You will be speaking with senior decision makers within large multinational financials and corporations. Your aim is to arrange an appointment to enable further discussion.

Responsibilities

1. Make telephone contact with targeted individuals and organisations to explore the particular requirements for a particular product/service.
2. Where necessary, use LinkedIn to research organisations prior to each call.
3. Update Salesforce.com with appropriate & accurate information on all prospects & organisations
4. Use activities & notes within Salesforce.com to document all activity within a lead.
5. Understand the client proposition and be able to communicate this fully to a prospect
6. Be able to communicate using emails and templates in Salesforce.com
7. Communicate with your Line Manager to report all results (negative & positive) gained throughout the day
8. Use Calendar to invite attendees to appointments & to monitor acceptances

	Essential	Desirable
Skills/ Abilities	<ul style="list-style-type: none"> • Excellent verbal communication skills • Strong interpersonal skills • Professional phone manner • IT literate (able to use PC for internet, email, word processing and spreadsheets to intermediate level) 	<ul style="list-style-type: none"> • Previous use of CRM Applications
Experience		<ul style="list-style-type: none"> • Experience working in a Business to Business role. • Experience in sales, marketing or law enforcement.
Personal Attributes	<ul style="list-style-type: none"> • Outgoing and personable • Ambitious and dedicated to achieving results • Motivated, driven and goal-focussed • Strong Organisational Skills • Able to work well under pressure • Attention to detail • Dedicated approach to tasks • Pro-active approach to work • Willingness to learn • Committed to achieving results 	

For more information please visit our website www.gunghomarketing.co.uk or contact Tiz White on +44 7494 991 494

Gungho are committed to training and developing our staff. Each new team member joins on a 16 Week Probationary Period. During Probation, the salary is £19,240. Once team members successfully pass probation, the salary automatically increases to £21,800 as described above.