

Discovery Agent

Annual Salary (FTE)	Basic £20,700 rising to £24,000 per annum depending on experience. – OTE £29,000
Benefits	Private Healthcare & Dentistry, Life Assurance & Pension, F/T is a 4 day working week (Mon to Thurs).
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 with offices based in the US. 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

As a Discovery Agent you will be responsible for new business opportunities on behalf of our clients through Tele-Marketing activity. The discovery process involves making high numbers of outbound calls to targeted companies & individuals along with researching to ensure you are targeting the right individuals within those companies.

The goal of a Discovery Agent is to have intelligent & focused discussion with the target individual surrounding their 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

The main responsibility of the role is to make a minimum of 5 well qualified appointments per week, achieving a minimum of 40% of appointments made turning into an opportunity on behalf of our clients through focused calling activity.

- Make telephone contact with targeted individuals and organisations to explore the requirements for a particular product/service.
- Manage your own day and prioritise your daily work plans.
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales
- Go the “extra mile” to hit appointment targets and support other team members.

- Update Salesforce.com with appropriate & accurate information on all prospects & organisations
- Where necessary, use LinkedIn to research organisations prior to each call.
- Use activities & notes within Salesforce.com to document all activity within a lead.
- Understand the client proposition and be able to communicate this fully to a prospect using emails and templates in Salesforce.com
- Communicate with your Line Manager to report all results (negative & positive) gained throughout the day
- Regular communication with other team members on campaigns and daily work flow.
- Use Calendar to invite attendees to appointments & to monitor acceptances
- Attend ongoing in-house training to ensure your skills and knowledge are always at their best.

	Essential	Desirable
Skills/ Abilities	<ul style="list-style-type: none"> • Excellent verbal communication skills • Strong interpersonal skills • Professional phone manner • Passionate about working towards sales targets. • A natural passion for sales and a competitive streak. • Excellent customer service skills and builds rapport easily over the phone. • Ability to work under pressure. • Excellent verbal communication skills. • 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 Emma Kay on 020 3925 0697 Gungho are committed to training and developing our staff. Each new team member joins on a 16 Week Probationary Period. During Probation, the basic salary is £20,737.08 per annum. Once our team members pass their probation, the salary automatically increases to £22,407.84 per annum. Over time, the salary steps up again to £24,078.60 per annum; this is awarded as soon as our team members are fully competent, and regularly hitting their targets.