

# United Kingdom Jobs Expertini®

## Experience Day (Remote) - Outbound Sales

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Company: Domestic & General (D&G)

Location: United Kingdom

Category: other-general

### D&G Experience Day

#### Via Microsoft Teams

Are you exploring new remote opportunities?

Do you have a keen interest in joining the world of sales, where you can boost your income with fantastic commission opportunity?

If so, we would like to welcome you to join us for our first remote Experience Day!

Here you will learn about our Outbound Sales positions, getting a deep understanding of what life is really like! You will learn about the amazing benefits D&G has to offer and the progression potential available, as well as the chance to meet a range of people across the business including managers and fellow advisors.

Don't worry if you do not hold any prior sales experience. We are keen to meet enthusiastic and committed individuals who would like to develop a career and learn new skills.

#### On the day:

Learn about D&G's history, our company values as well as future, exciting plans for the business. You will even get to meet some of our agents, so you can really understand what your day to day working life would be like!

That's not all. By attending the Experience Day you will be guaranteed an interview! (This will take place within the following two weeks after the day)

#### Who are we?

Domestic & General (D&G), a proud partner to many leading manufacturer and retail

brands worldwide, providing appliance breakdown protection. Basically, if someone's fridge, dishwasher or even their boiler breaks down, they can rely on us to sort it out. In the UK alone, almost 9 million customers do.

### **What will you be doing if you are successfully hired?**

You'll be calling our customers to check their appliances are covered

Using your wit, charm and best sales patter to upsell our products

Building rapport with our customers and getting to know their needs

Helping each customer find the protection package for them

Don't worry, we're not about throwing you in at the deep end. We'll help you find your feet with a two-week training programme.

You'll learn our systems, meet your colleagues, hone your sales technique, and love talking to our amazing customers.

### **So, what do we need from you?**

Previous experience in fast paced environments such as Sales, Customer Services, Hospitality and Retail

You will be a brilliant communicator and an excellent listener, with the ability to make recommendations based on what customers talk to you about.

Excellent attention to detail. Our customers mean a great deal to us, so want to get things right first time.

You'll be a team player dedicated to providing the best customer experience.

You'll be calm, cool, and relaxed; able to juggle tasks while working quickly.

### **Sound good? There's more...**

This is a remote role. You'll just need to have broadband access and a space to work at home.

Depending on the team/area you join you will work across a flexible 37.5-hour per week shift pattern

Joining as one of our Customer Sales Advisors, you will receive extensive training and support allowing you to develop your sales expertise. You will have excellent progression potential at D&G, with opportunities to progress into career pathways across many areas such as HR, Tech, Finance and Marketing. We actively encourage growth and development and many of our employees go on to explore further opportunities across the business.

### **What are the benefits?**

A starting salary of £23,000 per year + Bonus earning potential of on average between £6,000 - £7,200 per annum

Full training – with clear career progression opportunities.

Regular incentives – with some pretty great prizes.

Sales bonuses - each month you'll get the chance to earn some extra take-home pay.

Annual leave – 33 days (including bank holidays).

A free annual D&G protection plan – we want you to see how great the product you're selling is. There are discounted rates for family and friends too.

Employee assistance programme – free support and advice on relationships, physical and mental health, financial assistance and more.

Health and wellbeing – discounted gym membership, help towards essential healthcare costs, including dental, optical, and physiotherapy.

Pension scheme – matched employer contributions up to 5% of basic salary

Life assurance – employer funded cover of 4x basic salary.

Employee discounts – access to discounted Sky TV and mobile packages, and discounts for loads of online and high street retailers.

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