

## Senior Telesales Executive

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Company: Entrepreneur Seminar

Location: United Kingdom

Category: other-general

Entrepreneur Seminar is in search of an exceptionally talented and ambitious Senior Telesales Executive that has a track record of surpassing targets. This is a sought-after high commission-only (Up to £200k+ pa) opportunity to join a company that is led by a world-class serial entrepreneur, long-time educator and bestselling author of *The Startup Story: An Entrepreneur's Journey from Idea to Exit*, Martin Warner. We are searching for a Senior Telesales Executive who can join our team on a full-time basis and is immediately available. This is a remote position.

**About Entrepreneur Seminar:** Entrepreneur Seminar was founded to support aspiring, emerging and established entrepreneurs who want to successfully start, build and grow a scalable business. We offer a 3-component program that includes a training course, group live sessions (such as masterclasses and Q&A Clinics), and direct mentorship from Martin Warner. Over 300,000 entrepreneurs have gone through our cutting-edge training program in the last 23 years. Our program is the no. 1 entrepreneurship training and mentorship program in the global market today.

**About the Role:** Working in liaison with colleagues, and following the direction of our senior team, you will be responsible for the full sales cycle. That begins with cold-calling warm and qualified leads that will be provided to you. You will be required to understand the needs of the lead, assess whether there's a good fit with our program, educate them about the benefits of our program, enrol them in the program, and onboard them.

**Must-Have Requirements:** We are interested in hearing from candidates that:

- Proven telesales experience (minimum of 5 years)
- Have experience of high-volume transactions
- Have experience in selling training courses or mentorship programs
- Can follow a transactional sales cycle
- Strong pipeline management

skills  
Can work remotely with own equipment (i.e. phone, internet, computer)  
Can attend weekly Team Calls (remotely)  
Are excellent at cold-calling and building rapport  
Can identify upselling opportunities  
Have an exceptional track record of closing sales  
Have excellent written and verbal communication skills  
Have strong organisational, presentation and time-management skills  
Maintains a high standard of attention to detail  
Must have experience in short sales cycle performance (one-week sale)  
Have a keen interest in entrepreneurship  
Must be highly motivated and ambitious  
Ideal-But-Not-Essential Requirements:  
Familiar with Google Suite  
Are familiar with Nutshell, or a similar CRM tool  
Have previously worked in a start-up environment  
Have good Excel spreadsheet skills  
Have experience in managing existing client accounts  
Are excellent at managing and maintaining after-sales client relationships  
What's on Offer to Successful Candidates:  
Commission-only remuneration, with a generous commission structure. You are expected to earn £100,000-£200,000 per annum  
Significant upward opportunity exists  
Onboarding and Product Training will be provided  
Remote Working

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