Market leading business based in central London has a great opportunity with their new business team. You will be responsible for generating new business from new and prospective clients, working across multiple offerings and products.

The right person will have excellent telesales skills and be able to source, pitch and forge relationships with clients so confidence and resilience is a must. This exciting role is a huge opportunity for the right candidate to really make their mark within a vibrant and fast-growing business environment.

**Main duties include:**

* Generation of new business through outbound calling; pitch, present and develop relationships
* Sole responsibility for allocated jurisdictions with the ability to create strong relationships
* Offering multiple products options to prospective new business clients.

**Requirements:**

* Ability and desire to succeed
* Ability to own a sales cycle from start to finish
* Knowledge of legal, financial or corporate markets advantageous
* Minimum of 1 year sales experience preferably telesales
* Contribute effectively within a team environment.
* Work collaboratively with both internal and external stakeholders.
* Ability to work autonomously
* Ability to thrive in a high-pressure environment
* Strong personal skills, ability to engage and forge strong meaningful relationships
* Excellent time management
* Strong communication skills
* Attention to detail - essential
* Proactive – go getter

**Excellent package with uncapped commission**

**If interested, please contact**[**dani@rmresourcing.com**](mailto:dani@rmresourcing.com) **quoting reference RMR1009**

*Unfortunately, due to the high number of applications currently being received, only shortlisted candidates will be contacted.*