



## Job Description

# Outbound Sales Team

Opportunities for Key IVR's secure payment solutions and IVR products and services are massive and growing. As a member of the Outbound Sales Team you will be required to

- Quickly research your prospect list to enable you to engage with those you speak to, understand where and exactly who are the most relevant points of contact to talk to within the company, build up a picture and body of knowledge and contact data within each company and ultimately pass on the details of and ideally introduce the various prospect decision makers to a nominated Account Manager in order to further develop the relationship to a more detailed technical and commercial level.

### **Make no mistake, this is not a Call Centre job!**

As a member of this critical and highly visible team, which comes with a massive focus on consistently delivering a flow of well qualified leads to the Account Management team candidates for this role will or will be

- Personable,
- Proactive,
- Competitive,
- Target driven,
- Tenacious,
- Resilient,
- Well Organised with excellent Time Management skills
- Engaging and Curious,
- An intelligent, quick thinker,
- Focussed on the end goal,
- Fun,
- Enjoy being an important member of a business critical, highly visible team with highly visible results
- Collaborative and happy to share the team's success as much as their own,
- Happy to contribute to even further developing the fun, buzz and strong culture of delivery which already exists within the team,
- Definitely not shy or retiring!
- Experienced in a lead generation role, or maybe now, by virtue of the breadth and quality of your previous life or job experience to date and personal qualities, ready for this important step in your career.

**Key IVR Limited**, 8 Durham Lane, West Moor Park, Armthorpe, Doncaster, DN3 3FE

t. +44 (0) 1302 513 000, [sales@keyivr.com](mailto:sales@keyivr.com), [www.keyivr.com](http://www.keyivr.com)

Company Registered in England No. 6512297, GB VAT Registration No. 937 0404 35

- Ambitious for further career and personal development in a company that has significant scope for future growth.

Comprehensive training will be provided on the company's products and services, as well as any additional sales training required to enable successful candidates to fully engage with prospects.

Salary: Salary £18K - £20K per annum + OTE £2K uncapped commission

Some weekday evening work (to 8pm) may be required, starting times will be adjusted to suit.

### **How to Apply**

Please email your application to [careers@keyivr.co.uk](mailto:careers@keyivr.co.uk). No agencies please.

### **Background:**

Key IVR is an industry leading SaaS business, already a market leader in the UK, with the potential to dominate the customer payment solutions and IVR services technology space internationally. To underpin planned, massive, growth, the company is seeking to appoint a number of high calibre individuals right now across a number of, mainly already existing, roles.

Job Posted: October 2018

**Key IVR Limited**, 8 Durham Lane, West Moor Park, Armthorpe, Doncaster, DN3 3FE

t. +44 (0) 1302 513 000, [sales@keyivr.com](mailto:sales@keyivr.com), [www.keyivr.com](http://www.keyivr.com)

Company Registered in England No. 6512297, GB VAT Registration No. 937 0404 35