



OUTBOUND SALES REPRESENTATIVE

Location: Basingstoke, UK

Job Type: Part-Time (20 hour per week) – Office based.

Your tasks:

- Conduct outbound sales calls to prospective clients to generate new business opportunities.
- Identify and qualify leads through market research and targeted outreach.
- Develop and maintain strong relationships with potential customers.
- Present and promote our services to prospective clients via phone, email, and virtual meetings.
- Schedule and coordinate follow-up activities to nurture leads through the sales funnel.
- Collaborate with the sales team to achieve individual and team sales targets.
- Maintain accurate records of sales activities and customer interactions in the CRM system.
- Provide feedback and insights to the marketing and product teams to improve offerings and customer satisfaction.

Your profile

- Proven experience in outbound sales, telemarketing, or a similar role.
- Excellent communication and interpersonal skills.
- Ability to work independently and as part of a team.
- Proficient in using CRM software and the Microsoft Office Suite of products.
- Highly motivated with a results-driven approach.
- Ability to manage time effectively and prioritize tasks

Your benefits



Teamspirit & Cohesion



Flexible solutions for organising working hours



Security & sustainable growth



Health & Leisure



Onboarding & further development

Your benefits

What we do

Join our dynamic and innovative team at TER Calibration Ltd, a leading service company for quality assurance and experts in the areas of calibration and test equipment management. Part of the Testo Industrial Services Group, we have more than 60 years of experience in measurement technology and we are dedicated to delivering first class services to our customers. We are now looking for a skilled Electrical Calibration Engineer to join our team.

How to Apply: Interested candidates are invited to submit their CV and cover letter to pjordan@testotis.co.uk . Please include „Electrical Calibration Engineer Application“ in the subject line.

Deadline for Applications: 14th February 2025

TER Calibration Ltd is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.



Your contact:

Paul Jordan
Managing Director

Apply now