

## Job Description

**Position:** Pre-sales Lead Generator  
**Division:** Marketing  
**Salary:** Competitive

Frama is an international company with its headquarters in Switzerland.

Since it was established more than 45 years ago, the Frama Group has been providing solutions for the secure handling of sensitive and financial data.

Now entering a period of controlled expansion, the company are looking to drive sales and increase market share in a competitive market.

## Core requirements of the position

- Excellent telephone manner
- Use of customer contact scripts
- Call prospective customers following call lists provided by line manager
- Call existing customer user base following call lists provided by line manager
- Generate appointments for the sales teams from outbound calls
- Set appointments for the sales team with prospective customers
- Record data onto CRM system from list of required information
- Record information from prospective customers regarding existing supplier, products and needs
- Send company product information to interested prospects/users
- Explain products, services and prices where required
- Answer questions from prospects/user customers
- Log and distribute all inbound sales leads
- Attention to detail and accuracy
- Professionalism when dealing with colleagues and customers
- Attendance and punctuality will be a key measurement of your success in this role
- Ability to work under pressure against defined deadlines
- Fulfil additional tasks for a limited time period even if these tasks do not correspond to the position and if there is an organisational and/or business driven requirement
- Adherence to all other Health and Safety and Frama policies and procedures as per Company Guidelines

## The Ideal Candidate

You will be working closely with a designated member of the external sales team, tasked with delivering leads and building new business opportunities. The position will be fast moving, result focused and opportunity driven.

The successful candidate will have the drive and tenacity to be successful and be motivated and determined to deliver.

We are looking for candidates with a big personality and a professional manner. In addition you will need to be persistent, determined and able to handle rejection.

Experience in a B2B telemarketing/lead generating environment will be an advantage but not necessarily required for this role.

## Additional Information

**Closing date:** Please apply as soon as possible

E-mail applications to [Lenny.wood@frama.co.uk](mailto:Lenny.wood@frama.co.uk)