

Reactec is the market leading company in wearable technology to prevent health risks. We are currently going through an exciting period of growth; expanding our eco-systems of workplace wearables. In 2022 we will add to our portfolio of wearables and launch new technology to address health & safety risks that are currently managed with archaic manual systems.

We are seeking an experienced Lead Qualification Specialist to join our existing motivated and enthusiastic sales team to make appointments with key decision makers responsible for health & safety and/or operations within their business.

Responsibilities

- Using your gatekeeper skills to ensure you speak to the Key Decision Maker you will make calls to hot, warm and cold leads to make appointments for the sales and business development team in line with the sales process criteria.
- Recording the outcomes of prospect calls on company CRM, diary management and appropriate follow up.
- In a compelling manner deliver the marketing script, ensuring the decision maker is excited about the prospect of our offerings.
- Listening to the customers' needs to inform the sales process.
- Keeping up to date on the offering and it's value proposition.

Competences

- Persuasive, motivated and enthusiastic.
- Brilliant on the phone.
- Resilient and driven.
- Outgoing with an approachable personality.
- Able to thrive in a targeted, fast past paced environment
- Working knowledge of applications such as Outlook, Salesforce CRM, Teams/Zoom

To apply for this role, please send a copy of your CV and details to careers@reactec.com