

## **Position: Business Development Lead Generator**

Opportunity: Entry-Level Lead Generator – IT Sales Company

We are seeking highly motivated individuals to join our rapidly expanding IT sales company as Entry-Level Lead Generators. Join our close-knit team of internal Account Managers based in Kidlington, covering the entire UK.

If you possess a genuine passion for sales, motivation, and a desire to learn, this role is perfect for you. We are looking for individuals who thrive in a sales environment and exhibit a strong work ethic, adaptability to different products, and business needs.

In return for your hard work, we offer an attractive commission package with uncapped earning potential, based on agreed incentives with your management team. Furthermore, outstanding performance and results may lead to progression into a full Account Manager role. You will engage in outbound calling lead generation while enjoying a competitive basic salary.

### **Key Responsibilities**

- Conduct B2B cold calling to generate sales leads
- Drive sales through lead generation activities such as prospecting, appointment setting, event registration, and surveys
- Update and maintain our contact database
- Make outbound calls to companies across the UK, targeting key decision makers
- Qualify sales opportunities
- Arrange meetings for the Account Management team
- Promote company offerings through email and telephone communication
- Serve as a point of contact for potential clients

### **Desirable Qualities**

- High level of self-motivation
- Excellent telephone etiquette
- Punctuality
- Sales tenacity

### **Desired Experience**

- Office experience (desirable, but not essential)
- Proficiency in computer skills
- Previous cold calling experience
- Self-motivated
- Strong personality
- Ability to work well in a team

If you believe you possess the passion, energy, and enthusiasm to excel in this role, please contact us using the details below. We look forward to hearing from you. Alternatively, you can email us at [vacancies@oxitsolutions.co.uk](mailto:vacancies@oxitsolutions.co.uk).