

NEW BUSINESS TELESALLES

THE OPPORTUNITY

This is a unique opportunity for a sales person to work in a fast paced environment where you will be exposed to companies' top level business & real estate strategies, dealing with the highest placed individuals within these firms. In order to deliver credible and verifiable real estate advice, you will be immersed in an ongoing training & development programme to become knowledgeable within commercial property.

ABOUT DEVONO CRESA

- DeVono Cresa are the leading 'tenant-only' real estate firm in London and the UK
- DeVono Cresa are part of the world's largest tenant only real estate firm
- Over the past 10 years DeVono have provided real estate advice to more occupiers in London than any other real estate company
- Currently employing 40 staff at Oxford Circus and Old Street
- Clients include; Twitter, Red Bull, Zoopla, Crossrail, Deloitte, Investec and UCL

THE ROLE

This role sits within DeVono Cresa's new business team; targeting companies in London across all market sectors, ranging from SME's to global corporates, operating in a highly competitive industry, involving:

- 100% new business
- Research calls into DeVono Cresa's strong in-house database
- Lead qualification/generation from cold calls
- Skilfully presenting our range of services to clients at a senior level
- Booking meetings / presentations for senior staff to present our services

PROFILE OF IDEAL CANDIDATE

- Minimum 1 years' experience working in a commercial property sales role
- Desire to become a team leader following demonstrated successful performance
- Driven & determined
- Fearless in approaching & dealing with senior business people
- Excellent verbal communication skills
- Enjoys working in a target driven role
- Hard working
- Successful previous experience in a business-to-business telesales role

SALARY AND COMMISSION

Basic salary: competitive + commission

Many employee benefits including private health insurance

TO APPLY

Send your CV and short email explaining why you are suited to the role to Stephanie Cowles via sjc@devonocresa.com (Please reference 'New Business Telesales CV' in the subject box of the email).