

Salesfire

We are looking for a Digital Marketing Consultant to join our team

Salary: Competitive

Location: Middlesbrough

Type: Permanent



Why we exist

Since first launching in 2017, Salesfire has grown to provide a personalised on-site experience to over four million customers a day. Over 500 online businesses in the UK trust our award-winning products to help them convert more visitors into customers.

We're determined to help eCommerce businesses compete in a competitive industry dominated by huge blue chip companies. Our service provides online retailers the products and solutions they need to create a personalised user journey and enhance their online shopping experience.

This has all been made possible through our talented team which has grown to over 40 strong and we are seeking a talented Digital Marketing Consultant who is passionate about finding new clients for Salesfire. We are looking for commercially minded individuals who are able to put themselves in the shoes of online retailers and bring about real change.



The role

Salesfire is currently looking for a Digital Marketing Consultant to identify and approach new businesses to demonstrate the capabilities of our conversion rate optimisation tools.

We're looking for an enthusiastic and confident Digital Marketing Consultant to make volume outbound calls to online retailers and generate leads to convert into demonstration appointments for our Business Development Managers.

You will need you to have some telesales experience, preferably in the digital world, and an understanding of e-commerce and digital marketing is required. Specific training on eCommerce best practices, techniques and strategies will be provided. The successful applicant will be confident in communicating over the phone and a great team player.

The part you'll play

- Identifying and approaching new businesses to demonstrate the capabilities of Salesfire
- Making valuable outbound calls
- Working as part of a team to achieve targets
- Helping to grow B2B contacts for the company

The skills you'll need

- Experience in a telesales role is essential
- Previous experience in the digital sector is essential
- Fantastic telephone manner
- Organisation skills

The perks we offer

Our team is at the centre of our success and we ensure we offer the benefits and opportunities they deserve. At the heart of our collaborative culture is our newly refurbished Middlesbrough HQ and we've made sure it's a great place to work.

We provide the technology and equipment you need to carry out your role to the best of your ability, shared meeting and break-away spaces for when you need time away from your desk and a fully stocked kitchen of tea and coffee. In addition, we offer flexible working for a better work-life balance and regular social events.

We all need a break from work, so everyone gets 24 days paid holidays in addition to the public bank holidays.

How to apply

If you feel you would be a great fit to our team, please send your CV and cover letter to the email address below.

Click the link to start your application.

careers@salesfire.co.uk