



TELESALES TERRITORY MANAGER

You describe yourself as strong communicator, someone with an incredible ability to build rapport and influence. You're a natural hunter and working in sales fits your passionate and driven personality to a tee. You love the freedom of being on the road and are motivated by targets, which in turn you are directly rewarded for. Well... we sound like a great match!

The CoreLogic Sales & Marketing team are a results-driven team that thrive on helping our clients identify and solve their business challenges across the industries of real estate, construction, banking and finance, insurance and government. Our clients range from local businesses through to national and global franchises and our purpose is to deliver value through consultative solutions that help them create growth, reduce risk and provide strategic advantages. We are a team that holds true to the values of Client First, Ownership, Respect, and Engagement and are proud to work within a culture that is curious, passionate, collaborative and committed to delivering every time.

We are looking for a driven Telesales Territory Manager to join our Sydney-based team to service NSW Regional and Sydney Surrounds. We are seeking a passionate salesperson to bring their wealth of experience in identifying and gaining business from new and existing clients, whilst ensuring complete customer satisfaction when dealing with CoreLogic RP Data.

Responsibilities in the role include:

- Working closely with new and existing clients to determine their present and future needs
- Proposing suitable products, services and upgrades in order to maintain and grow revenue for the organisation
- Maintaining call rates to assure contact with assigned clients
- Understanding the customer's objectives and decision making process and forming long-term business partnerships
- Negotiating price and volume discounts (where applicable) in accordance with the organisation's policies
- Conducting product demonstrations and coordinating the preparation of sales proposals
- Coordinating, conducting and participating in Sales promotions, campaigns, events and displays

Skills and experience we are looking for include:

- Sales experience
- Strong communication skills and an incredible phone manner
- Proven Sales ability, persuasive ability and excellent communication skills
- The ability to deal with clients at all levels and translate client needs into a complete solution.