



Appointment Setter - Pickering

Type of Placement: Part Time / Fulltime

Start Date of Employment: As soon as possible

Shift Timings: Monday to Thursday; Between 08:00am to 12:00 pm; or Monday to Thursday; Between 1:00pm to 5:00 pm (more hours can be arranged if required).

Position Summary:

At Janitario we are looking for focused, collaborative and motivated Appointment Setters. The right candidate will have an entrepreneurial mindset and utilize our sales strategies to optimise their income. Your role is to call on B2B business (at least 60 calls per day) and set up appointments for our Sales Executive Team to close deals. The more deals they close the more money you earn. If that sounds good to you, then we'd love to hear from you.

Job Description:

In an effort to continue to grow our business, we are looking for an Appointment Setter with a successful record in inside sales and/or outbound calling. This position requires a pleasant phone voice, personal discipline, and the drive to make a difference. The successful candidate will work with our Business Development Manager. You will be responsible for generating quality leads and setting qualified appointments for the Sales Executives using an internal contact database. You will qualify prospects by establishing an understanding of their current need for our services.

The Ideal Candidate will have the following skills:

- Comfortable with cold calling
- Communication - excellent communication skills and English fluency is mandatory
- At least one year of inside sales/ outbound calling /appointment setting experience
- Proven track record of successfully scheduling sales calls
- Experience in prospecting and qualifying leads
- Ability to follow a manual or automated follow-up and lead system and working with a database
- Positive, can-do attitude - 'glass is half full' type of person
- Go-getter who can stimulate the team and produce results
- Empathy - demonstrating an understanding and adaptable ear in different scenarios
- Resilience and persistence – never giving up to meeting your targets
- Personable - confident and comfortable chatting with people from diverse backgrounds
- Self-disciplined – must be good at organizing, planning, and prioritizing
- Sense of urgency and able to take direction
- Maintain consistent quality of work which reflects the professional company image

If you meet the above requirements, we encourage you to apply!

No recruiters please.



Apply for this job:

Please **submit your resumes and cover letter** to Hireme@Janitario.com

Cover Letter – tell us a little about yourself and why you feel you are the ideal candidate for this job

Additional Information:

Please quote the Job title in your application.

Thank you for your interest in a career with Janitario! Only those selected for an interview will be contacted. We will consider your resume for additional opportunities.

About Janitario

Janitario is committed to fostering a diverse, inclusive and representative workforce and an inclusive work environment where all employees are treated fairly and equitably. We are a Christian-based organisation, but we welcome all persons into the Janitario family, embracing the diversity of racial and ethnic identity, ancestry, national origin, age, citizenship, disability, and any other protected status. We have a powerful vision of growth and success, to combine innovative solutions with the great talent – Great People, Providing Great Service, leading to Great Results! Apply if you would like to join us to be a change maker in the commercial cleaning industry.

Learn more about us at www.janitario.com!