



MONEX *group*

Reliable, Secure, Lowest Rates Guaranteed!



APPLY TODAY!

Call Centre Agent – Lead Generator

Job Summary:

The Call Centre Agent – Lead Generator works under the direction of the Call Centre Manager: Their primary role is to be in communication with merchants via telephone to offer them an opportunity to meet with a Monex agent and save on Financial service fees. In addition to generating leads the agent is responsible for maintaining a database of business contacts and support existing processes and campaigns. As well as liaison with staff and other necessary affiliates to complete tasks and responsibilities.

Job Duties and Responsibilities 1st level:

1. Business to Business Communications
2. Calling daily to offer Monex services to Businesses, POS, ATM, Cash Advance and other
3. Discuss rates (on Financial services) with merchants
4. Determine with Manager what areas of focus to drive leads from
5. Meeting weekly quota
6. Generate daily, weekly and monthly Leads pipeline

Job Specifications:

1. You must be reliable, enthusiastic and able to work effectively unsupervised.
2. Expertise in Business to Business. You must be excited about prospecting and developing new business. Structured, persistent, self starter who is even keeled, personable and friendly. You can overcome obstacles because you are a forward thinker and you can assist a client to overcome their objections of any product.
3. In addition to the above the ability to apply working knowledge of software, to achieve tasks includes: Microsoft office applications, Excel, Word, Outlook and Internet

Minimum Qualifications:

- 1) Held similar role in a call centre environment for 2 years
OR
- 2) 2 years combined experience in Sales and Telemarketing

For further details:

Please email HR at hrcc@monexgroup.com indicating the reference number **CC001** in the subject heading.

