



# McCarthy Hire

PART OF MCCARTHY ENVIRONMENTAL GROUP  
SPECIALIST CLEAN AIR SOLUTIONS

## Sales Executive

McCarthy Hire Ltd | Northamptonshire | Salary – Competitive | Permanent, Full Time

### Job details

**Pay:** Competitive based on experience

**Job type:** Permanent, Full Time

**Schedule:** Monday to Thursday 08:00 - 16:30  
and Friday 08:00 – 15:00

**Flexible working**

**Location:** Northampton NN4 9BS

### Benefits

- Salary Negotiable dependent on experience
- Full-time permanent position, Mon to Thurs 08:00 - 16:30 and Friday 08:00 – 15:00
- Company laptop, Mobile phone, bike to work scheme and company bonus scheme.
- 31 Days Holiday (including Bank Holidays) which will increase with time served.
- Access to company pension and health care scheme after qualifying period.

### Who is McCarthy Hire

Part of the McCarthy Environmental group, a leading provider of LEV and air quality solutions across the UK.

Built on over 25 years of industry expertise, we offer a dedicated hire service for businesses needing flexible and compliant air quality solutions without compromise.

### Why join McCarthy Hire

- ✓ Invaluable opportunities to learn from our technical specialists and subject matter experts.
- ✓ Join a personal development program to further your career, where full training will be provided.
- ✓ Be a part of a highly motivated team, shaping the future of the company.

### Your role

An exciting opportunity has become available for an experienced telesales professional to join our expanding team. This role will focus on generating new business, developing existing customer accounts and promoting our products and services over the phone while delivering excellent customer service.

The successful candidate will be confident speaking with customers at all levels, identifying needs, preparing quotations, following up leads and converting enquiries into sales opportunities. The role requires a proactive approach, strong communication skills and the ability to build lasting customer relationships.

Working with the team, the Telesales Executive will contact prospective and existing customers, manage sales activity through the CRM or internal systems, follow up quotations and help drive revenue growth. The role will also involve supporting the wider sales function and ensuring customer enquiries are handled professionally and efficiently.

- Make outbound calls to new and existing customers to generate enquiries and sales opportunities

Unit 9B Cygnet Court, Swan Valley Way, Northampton, NN4 9BS | 01604969717

[sales@mccarthyhire.co.uk](mailto:sales@mccarthyhire.co.uk) | [www.mccarthyhire.co.uk](http://www.mccarthyhire.co.uk)



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- Respond to inbound enquiries and provide product and service information, pricing and quotations
- Follow up quotations, leads and lapsed customers to maximise conversion and repeat business
- Build and maintain strong relationships with customers through regular contact
- Accurately update CRM or internal systems with calls, quotes and customer information
- Work with colleagues across sales and operations to support customer requirements and deliver excellent service
- Meet agreed call, quotation and sales targets

The above list is not exhaustive and maybe varied or added to as this is a fast-moving business. For the right candidate there is huge potential for individual growth, departmental growth and development.

## What you'll get from joining us:

- High turnover of projects and customers in a range of industries, giving you a diverse and varied experience.
- Invaluable experience of learning from our technical specialists and subject matter experts, with a wide range of experience and skills.
- Continuous personal development program.
- Experience of working with a highly motivated team.

## Skills & Experience

- Previous experience in telesales, internal sales, account management or customer service
- Confident telephone manner and excellent communication skills
- Proven ability to build relationships and convert enquiries into sales
- Good organisational skills and attention to detail
- Able to work in a digital environment using Microsoft Office and CRM systems
- Proactive nature, able to work on own initiative and as part of a team
- Proven track record in achieving sales targets.

## The ideal candidate

- Represents McCarthy Environmental in a positive and professional way
- Has a confident, friendly and persuasive manner on the phone
- Is self-motivated, organised and results-focused
- Has excellent written and verbal communication skills
- Works well with team members in a professional and courteous manner
- Has the drive and ambition to succeed



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## Apply for this role

Please email your CV and covering letter to [siobhan@mccarthyhire.co.uk](mailto:siobhan@mccarthyhire.co.uk)

*McCarthy Hire is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, colour, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined state or local laws.*