

Bond Payroll Services

Job description

Job Title: Sales Executive
Department: Sales
Responsible to: Sales Manager
Location: Gatwick office

About Bond Payroll Services (BPS)

Bond Payroll Services is a Gatwick based 'Managed Services Provider', providing 'payroll services' to business throughout the UK. Our clients range from 1 employee to 6000+ employees. Part of Bond International Software PLC, BPS employees circa 40 employees split across Operations, Implementation and the Sales & Marketing department.

Our operation processes around 80,000 payslips per month serving over 800+ clients, the business has shown year on year growth and is now set to make some changes that will see the business thrive over the coming months / years.

About the role

As a Sales Executive you will be expected to

- Sell our portfolio of services, including Fully Managed and Part Managed payroll services
- Cold call
- Follow up leads
- Onsite meetings with presentations will be required
- Ability to complete RFI's / Tenders within Deadlines
- Manage pipeline / Sales reporting
- Sell to senior managers / director level
- Hit / overachieve targets set

Other requirements of the role

- Travel (expect 1-3 appointments per week)
- Overnight stays
- Complete / pass internal training programme

What we are looking for

- 3 years B2B sales experience
- Proven track record of consistently meeting targets
- Consultative sales approach
- High energy
- Professional
- Resilient
- Quick learner (hit ground running)

Other preferable traits

- Managed services / BPO experience
- Payroll / HR Software experience
- Technical sales experience

What can you expect from BPS

- Competitive basic salary
- Uncapped commission
- Laptop
- Pension
- Employee benefits
- Training

For more information please call 01293 789940 / 07827 807998 or email (attaching CV)

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