

Bond Payroll Services

Job description

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

About Bond Payroll Services (BPS)

Bond Payroll Services provide payroll outsourcing solutions for companies who do not want to run their payroll completely in-house. Using Bond's HMRC approved software, Bond Payroll Services works with organisations to flexibly deliver outsourced payroll services or create user friendly blended software and service solutions for existing payroll teams.

Bond Payroll Services customers include some of the best known corporations, private sector and not for profit organisations, including: Henderson Global Investors, Publicis, Carpetright, Age UK, Avery Care Homes, Harlequins RFC, F3, and NCVO. Our clients range from 1 employee to 6000+ employees.

Bond Payroll Services is part of London stock market-listed Bond International Software and employs around 40 employees across Operations, Implementation Sales and Marketing departments.

Bond Payroll Services won the Payroll Team award at the November 2015 Payroll World Awards.

About the role

As a Sales Executive you will be expected to

- Sell our portfolio of services, including Fully Managed / 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). Some overnight stays
- Complete / pass internal training programme

What we are looking for

- 5 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
- Car allowance
- Employee benefits
- Training

For more information (no agencies) please call 01293 789940 / 07827 807998 or email (attaching CV)
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