

New Business Consultant

We have several amazing opportunities within our vibrant and ambitious New Business team. Working as a New Business Consultant you will secure new customer business over the telephone, along with delivering exceptional results to meet and exceed the Company's goals in initial consultations.

Main responsibilities:

- Quoting on average 15 warm leads per day (referrals from recruitment agencies)
- Objection handling and selling against our competitors
- Working as part of a team
- Taking ownership of your enquiries and managing your own pipeline
- Working towards and achieving conversion targets
- Ensuring all calls pass a compliance audit each month.

Minimum requirements:

- Extensive B2B or B2C telephony sales experience, with a proven track record
- Highly self-motivated and results driven, with the capability of flourishing in a competitive environment
- Resilience and the ability to cope with rejection
- The ability to communicate complex information in a clear, articulate manner to clients, contractors and colleagues, both verbally and in writing
- Ability to manage own time to deal with multiple tasks effectively
- Ability to take responsibility of tasks and use initiative
- Efficient organization skills, with attention to detail and accuracy
- Desire to develop a good working knowledge of PayStream products and industry legislation
- Basic Word, Outlook and Excel skills, as well as being able to learn and operate bespoke software
- A working knowledge of recruitment agencies (desirable)
- Financial services sales experience (desirable).

Why work at PayStream?

We are a growing organisation with an excellent working culture. We pride ourselves on our people. In return for your hard work we offer the following company benefits:

- 23 days annual leave (plus bank holidays) which increase with length of service
- Your birthday off
- Salary reviews every February
- Amazing monthly company social events and rewards (just look at our website and Facebook page!)
- Cycle to Work scheme
- Casual dress everyday
- Professional qualification financial support
- Up to 6 days paid study leave for professional qualifications
- Long service awards
- Training and personal development
- Personal accident cover
- Pension
- Free fresh fruit and refreshments
- Free flu vaccinations
- PLUS, our fantastic Christmas party!

...and a fantastic working environment! If you match the profile and would like to be part of the team please apply now by sending in your CV to careers@paystream.co.uk.