

# Internal Client Relationship Manager

We have an excellent opportunity within our Sales team for an Internal Client Relationship Manager. The role focuses on generating referrals from PayStream's agencies by telephone and email based activity.

The role is Monday-Friday, 09:00-17:30 and the salary is £27,500 per annum plus commission.

Hybrid working (2 days working from home) is offered following probation.

## Main responsibilities:

- To make a minimum of 50 outbound calls per day and a minimum of 2 hours talk time per day
- To generate referrals from agencies by telephone and email-based activity
- Focus on relationships with recruitment agencies that work with temporary contractors
- Ongoing account management responsibility for the agency to ensure exceptional customer service
- Occasional client meetings and hospitality as required
- To work to a strategy for new business development with the Key Account Manager & Regional Sales Manager
- To seek new agency relationships outside of current account base
- Identify specific vertical markets that work with the target contractor population
- To work on additional projects and opportunities as directed by the Key Account Manager & Regional Sales Manager
- To provide verbal and written communication about our products and services to agencies. Utilise social media such as LinkedIn where appropriate
- To maintain a record of prospective accounts, record account profile information and activity on the Sales CRM (Monday.com)

## Minimum requirements:

- Minimum grade C in Maths and English GCSE (or equivalent)
- Extensive B2B sales experience, ideally within a field sales role
- Track record of working towards sales KPI's including calls
- Hands-on experience with multiple sales techniques (including cold calls)

- Strong industry knowledge (payroll, umbrella or finance), or come from a recruitment background

## 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:

- Great Place To Work Certified!
- 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
- Enhanced maternity/paternity benefits
- Professional qualification financial support
- Up to 6 days paid study leave for professional qualifications
- Long service awards
- Training and personal development
- Personal accident cover
- 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](mailto:careers@paystream.co.uk)