



We're **hiring!**

Join our team



**Telesales & Business
Development Executive**

Role: Telesales Executive
Reporting to: Sales Director
Location: Homebased plus occasional travel
Remuneration: £32,500per annum + Commission structure

Role:

We are now recruiting for two telesales executives to join our team. The roles will be predominantly homebased but will involve nationwide travel for team meetings & training. We are looking for self-driven individuals who are competent in bringing in new business and managing the sales lifecycle.

ToHealth is a disability confident leader and employer. We are a specialist business under PAM Group and are proud to offer an extensive range of high-quality services.

- ❖ Reach out to existing and potential customers to present our product and service offering
- ❖ Address any questions or issues customers may have
- ❖ Communicate with customers to understand their requirements and needs
- ❖ Offer solutions based on clients' needs and capabilities
- ❖ Direct prospects and leads to the sales team
- ❖ Keep an updated customer database
- ❖ Measure identified KPIs
- ❖ Always strive towards meeting sales quota
- ❖ Track and document calls and sales
- ❖ Update client records
- ❖ Prepare and present achievements and KIPs
- ❖ Managing databases, generating new business, meeting targets
- ❖ Calling prospective clients and up-selling.

About You:

- ❖ Self-motivated and driven by targets
- ❖ Strong communication skills – including both verbal and written
- ❖ The ability to influence and negotiate with others
- ❖ Commercial awareness
- ❖ Proven experience as a Telesales Executive within a similar industry

Employee Benefits:

- ❖ We pay your auto-enrolment pension contribution of 8%, you can also make enhanced contributions which are matched up to 5%
- ❖ You will have a life insurance scheme valued at 4 x your annual salary
- ❖ 33 days annual leave including bank holidays
- ❖ Health Cash Plan Scheme, which covers you for things like Opticians, Dental Treatment and even Physio if needed!
- ❖ Flexible Working Hours
- ❖ Access to a 24/7 EAP Counselling line and a 24/7 GP line
- ❖ Amazing discounts on things like food and drink, retail, and days out, all through our rewards scheme.
- ❖ Support with training and development

Our Values:

At PAM we are passionate about people and delivering our Everyday Things That Matter Values and Behaviours to our customers and our colleagues. Our cultural philosophy is based on putting our people first, creating high performing teams who deliver great services for our clients.

If you're looking for your next career move and are wanting to work with a rewarding company, please get in touch with our Recruitment department for a confidential chat about joining the PAM Team. Recruitment@pamgroup.co.uk

We're looking for driven and ambitious professionals to join our team, who are just as passionate about our philosophy and values as we are:

- ❖ Hard Work & Enthusiasm; we believe hard work should be rewarded, we go the extra mile to achieve our goals and support each other and enthusiasm and passion are part of our DNA.
- ❖ Teamwork & Friendship; our colleagues share a sense of belonging; we understand collaborative working means better decisions making and we support each other to achieve common goals.
- ❖ Loyalty & Improvement; we are dedicated to personal and professional development. Our PAM Academy mentors' colleagues and provides support to help you be the best you can through offering a wide range of CPD opportunities.

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