

Job title:	Sales Executive
Salary:	£30k basic plus £20k uncapped OTE
Accountable to:	Peers and Managing Director, Practice Unbound
Location:	Brighton and/or home working with national travel expected.

About Practice Unbound

Practice Unbound is a business unit within Here, a not for profit social enterprise, We deliver e-learning, blended learning and other business solutions to primary care across the UK.

The role

You will be a results and values driven sales consultant who will actively seek out and engage customer prospects. You will use consultative sales methods to understand the customer needs and provide complete and appropriate solutions for every customer. You will define and execute sales strategies that allow the whole team to reach their goals. You will hold a range of existing clients and seek out new ones, and will be the 'key' person for the client, generating new business by building strong relationships.

Your challenge;

- You will be responsible for generating new leads through cold-call and professional networking techniques and conducting sales meetings, this will be reporting into the Sales Director.
- Conducting yourself with a consultative sales approach, managing the full negotiation and close process, managing the transition to the Customer Service team.
- Using your developed commercial acumen in order to navigate and understand the prospective clients business needs and effectively articulate our value proposition.
- You will be utilizing the CRM platform to effectively develop mini-campaigns and reports.
- Achieve agreed upon sales targets and outcomes within agreed timescales
- Work as team to coordinate sales effort with team members and lead on development of specific sales strategies
- Understand who our competitors are, their strategies, and how we can differentiate
- Be able to spot any potential opportunities by identifying prospects within current or potential customer base

Your skills, knowledge, experience and outlook

- Proven success in a B2B sales and achieving sales and revenue targets
- Excellent communication and consultative sales skills
- Persuasive relationship builder
- Strong work ethic, self-motivated and highly organized
- Track record in excellent customer service
- You will be able to form strong and effective working relationships
- Exceptional motivational skills and excellent negotiation skills with a proven ability to get the deal closed.
- Proven ability to support the design of the future commercial strategy, proactively anticipating commercial risks and offering ideas for mitigation
- You will have experience of managing, developing and supporting a team of people, mentoring colleagues in the areas of bid design and submission, solution selling and key account management
- You will be able to travel across the UK as required via public transport or by car

ABOUT HERE AND OUR CULTURE

We are a not-for profit, social enterprise, membership organisation.

Our Purpose in the World

Care Unbound. To create more possibilities for care in every moment.

We work to ensure that our culture is one that allows everyone to come to work as their 'whole' selves. For most of us, work takes up a big part of our day. We want to ensure that it's enjoyable and speaks to us on a level deeper than 'just getting the job done'.

What do we offer

- A great office to work from or home working with video connection
- Flexible working hours to suit you
- 33 days leave including Bank Holidays
- Team Friday lunches
- Free unlimited drinks and ethically sourced fruit
- Regular well being activities that are subsidized yoga, football and other team events, Ping-Pong table.
- Mindfulness sessions and an annual retreat for mindfulness training
- Annual Sales retreat to unwind and learn together in a wholesome place.
- A personal development process called 'Pirate Dave' which allows peer-to-peer conversations about your development

USE OF NEW TECHNOLOGY

We will make use of computer technology. Staff should expect to use automated information systems in their work in order to improve quality and co-ordination of services, and to enable faster and more accurate communication within and outside of the organisation.

CONFIDENTIALITY

As an employee of 'Here' you may gain knowledge of a highly confidential nature relating to the private affairs, diagnosis and treatment of patients, information affecting members of the public, matters concerning staff and details of items under consideration by 'Here'. Under no circumstances should such information be divulged or passed to any unauthorized person. This includes holding conversations with colleagues concerning patients or staff in situations where the conversation may be overheard. Breaches of confidence will result in disciplinary action which may involve dismissal.

EQUAL OPPORTUNITIES

Our policies and practices are designed to ensure equality of opportunity in employment and service delivery. All staff are expected to comply with these policies and practices.

HEALTH AND SAFETY

All staff have a responsibility to perform their duties in such a way that accidents to themselves and to others are avoided, and to cooperate in maintaining their place of work in a tidy and safe condition, thereby minimising risk. Employees will, therefore, refer any matters of concern through their respective line managers. Similarly, it is each person's responsibility to ensure a secure environment and bring any breaches of security to the attention of their managers.

NO SMOKING POLICY

We operate a no-smoking policy. This applies to all staff and visitors. This policy also includes travelling in 'Here' owned or leased vehicles during work time and whilst travelling in their own vehicles whilst on duty, in work time or whilst on 'Here' premises. It is a condition of employment for staff that they do not smoke whilst on duty or anywhere on the premises including the car park.

TRAINING AND DEVELOPMENT

All employees have a responsibility to undertake statutory and mandatory training that is required by 'Here'. In accordance with the Training and Development

Policy staff are expected to actively participate in the appraisal system and using this process to develop a Personal Development Plan (PDP).

AGREEMENT

This job description will be reviewed as necessary and may be amended to meet the changing needs of 'Here'. It will also be used as the basis to set performance standards and/or objectives and the contents will be used as part of annual appraisals. This job description has been agreed between the post holder and 'Here'.

Employees
Signature:

Print Name

Date:

Manager Signature:

Print Name:

Date:

JD author (name and job title):	Zoe Nicholson
Date JD agreed:	05/12/2018
Brief description of reason for review (if applicable)	Sales Consultant/Executive
Version number	V8