

Role: Telesales Executive

Based: Aintree Innovation Centre

Salary: £25,000 - £28,000 per annum plus £12,000 OTE plus company benefits

Reporting To: Sales Director

Are you a recent graduate or experienced sales professional looking for your next challenge?

Do you thrive off working amongst like-minded, ambitious, top performers?

Are you ready to join one of the UK's largest occupational health providers in their new ecommerce division?

Then this could be the perfect role for you!

You will complete a specialised training schedule, delivered by our very own Managing Director and Certified Sales Trainer, giving you the tools to exceed targets and excel in your Business Development career!

You'll be given expert advice on the psychology of sales, consultative selling, objection handling, and call recording mentoring workshops to ensure you are reaching your own potential.

What you'll be doing:

We have an exciting opportunity to join PAM Health in our Sales Team. This is an exciting opportunity for someone who is wanting their first step in to a sales career, or someone who is experienced in sales and business development, looking for an opportunity to grow with the business:

- ❖ Promoting the company's wide range of fitness, ergonomic, and medical products
- ❖ Making outbound sales calls to prospective new business customers – independently and following up on marketing activity & promotions
- ❖ Dealing with inbound sales enquiries generated via the company website and by telephone
- ❖ Managing lead and prospect relationships using company CRM system
- ❖ Closing sales opportunities using one's own initiative as well as through working with the wider business development team

About You:

- ❖ This role would suit an enthusiastic individual, who is driven by results and strives to over exceed targets
- ❖ You'll be comfortable working to KPI's and sales targets, you'll be a natural communicator with commercial awareness
- ❖ An interest in Health & Fitness, and real passion for the products your selling would be advantageous

The Good Stuff:

- ❖ Excellent Pension Plan - 8% auto-enrolment and up to 5% matched contribution
- ❖ Industry Leading Healthcare Scheme – Opticians, Dental, Physio & more!
- ❖ 24/7 Doctor helpline – book a telephone or video appointment with a GP
- ❖ Employee Assistance Program – 24/7 telephone counselling helpline
- ❖ Flexible working hours and 33 days annual leave (includes bank holidays)
- ❖ Top training and development opportunities, with best-in-class tech gear

Who are we?

Our Business Unit PAM Health (part of PAM Group) sells online products and services aimed at the physiotherapy, ergonomic and healthcare sectors. This business has grown recently through acquisition, and we are now looking to drive it sales and brand awareness.

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.

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.

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