



# We're hiring!

Join our team



**Telesales & Business  
Development Executive**

**Role:** Telesales & Business Development Executives

Reporting to: Sales Director

Location: Homebased plus occasional travel for Telesales Executive and homebased plus travel to clients sites for Business Development Executive

Remuneration: £32,500 - £37,500 per annum plus car allowance for Business Development Executive. DOE.

OTE additional £20,000+ commission PA, payable monthly

**Role:**

ToHealth offer Corporate Health (including Health Screenings) and Neurodiversity services (including diagnostics and workplace needs assessments). We deliver such services directly to clients and via resellers such as Insurance brokers, HR partners, Recruitment Companies and more. These can be SME through to large corporates in both the public and private sectors. We are looking for three self-driven individuals who are competent in bringing in new business and managing the sales lifecycle.

ToHealth is a disability confident leader and employer.

- ❖ Conducting market research to identify selling possibilities and evaluate customer needs.
- ❖ Making contact with known brokers and resellers with a view of them recommending our services for their clients.
- ❖ Providing presentations of our services to resellers and/or client directly.
- ❖ Actively seeking out new sales opportunities through cold calling, networking and social media.
- ❖ Negotiating payment and pricing, developing sales strategies and following up on business leads and referral.
- ❖ Setting up meetings with potential clients and listening to their wishes and concerns, and prepare and deliver appropriate presentations on services.
- ❖ Track daily sales using company-provided software, and prepare and present sales reports at weekly meetings.
- ❖ Create frequent reviews and reports with sales and financial data
- ❖ Review industry-specific pricing and commission structures to ensure that our prices and commissions remain competitive. Come up with pricing modifications as needed and present them for review during management meetings.
- ❖ Identify new markets and business opportunities
- ❖ Review your own sales performance
- ❖ Cooperate with the sales team to develop and execute a business plan designed to increase revenue and attract new prospects.

**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 in a similar role within the healthcare industry is desirable

**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

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](mailto:Recruitment@pamgroup.co.uk)

- ❖ Health Cash Plan Scheme, which covers you for things like Opticians, Dental Treatment and even Physio if needed!
- ❖ 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 and flexible working hours

### **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](mailto:Recruitment@pamgroup.co.uk)