**FMP Payroll Services**

 **Job Description**

**Job Title:** Telesales Executive

**Department:** Sales Department

**Responsible to:** Sales Manager

**Location:** Gatwick office

About FMP Payroll Services

FMP Payroll Services is a Gatwick based ‘Managed Services Provider’, providing ‘payroll services’ to business throughout the UK. Our clients range from 1 employee to 6000+ employees. Part of FMP Global, FMP Payroll Services employees circa 40 employees split across Operations, Implementation and the Sales & Marketing department.

Our operation processes around 80,000 payslips per month serving over 1000+ clients, the business has shown year on year growth and is now set to make some changes that will see the business thrive over the coming months / years.

About the role

As a Telesales Executive you will be expected to:

* Sell our portfolio of services, including Fully Managed and Part Managed payroll services
* Cold call (with focus on SME market)
* Follow up leads
* Manage pipeline / Sales reporting
* Sell to senior managers / director level
* Hit / overachieve targets set

Other requirements of the role

* Complete / pass internal training programme
* Meet and exceed internal KPI’s set

What we are looking for

* 2 years B2B sales experience
* Proven track record of consistently meeting targets
* Consultative sales approach
* High energy
* Professional
* Resilient
* Quick learner (hit ground running)

Other preferable traits

* Managed services / BPO experience
* Payroll / HR Software experience
* Technical sales experience

What can you expect from BPS

* Competitive basic salary
* Uncapped commission
* Pension
* Employee benefits
* Training

How to apply

To register your interest, please send a covering letter explaining why you are perfect for the role along with an up to date CV to: matt.sheridan@fmpglobal.com

The recruitment of these positions is ongoing and therefore there is no hard deadline. If your application has been successful we will invite you to a first stage interview. Due to the volume of applications we are only able to respond to successful candidates.