

About us: Zest Technology Ltd provides the technology of choice for many of the UK's leading Companies and Benefit Consultants, delivering ground breaking, flexible, device independent, secure software for employees to access and manage their pensions and other employee benefits. Our client base includes major household names such as Lloyds Bank, Hargreaves Lansdown, Aviva, LinkedIn and Unum, to name but a few.

Our flagship product for employee benefit communication is built using state of the art technology and Agile development practices. We are focused on delivering secure, high performing and fully scalable software. Our modern approach includes structured architecture design; product management; Agile software development; QA practices and project management.

We pride ourselves on having a highly skilled team of people who actively engage closely with our clients to ensure that we continue to understand their needs and offer the leading software for employee engagement. Our core values of Trusted, Collaborative and Exceptional run deep through our culture.

About the job:

We are looking for someone to support the sales team function by prospecting, developing and searching for new businesses and targeting prospects. Once sourced, proactive phone contact to arrange demonstrations of the platform, validate and book meetings to agreed targets. Organise and conduct Webinars and WebEx sessions for light touch demonstrations. Coordinate diaries and sales effort supporting efficient sales and be a full team member / contributor to the achieving new sales targets

Reports to: Sales Director/Commercial Director

Areas of Responsibility:

- List sourcing and development of new business
- Appointment making
- Record keeping and data entry into SFDC
- Telephone sales in certain circumstances
- Diary control
- Support with tender responses
- Maintain awareness of and comply with all legal requirements and company policies, including those relating to information security and data protection.
- Responsibly handle, classify and manage all information, whether internal or received from external parties

Junior Business Development Executive

Key Competencies required for the role:

Competency title	Brief description
Communication and Interpersonal	Strong communication skills are essential. A good listener, with strong professional telephone manner and engagement skills
Collaboration	Collaboration is required with multiple parties from inside and outside the company. Ability to build relationships and support in order to get things done.
Project Management	Able to plan and manage tasks and activities. High attention to detail, tenacity to stick with achieving a goal.
Business Intelligence	Know all about Zest product and services. Ability to learn everything about the competition to provide you with the leverage you need to surpass them. Understand our competitive advantages and USPs.
IT	Adept in using all standard MS Office systems and other Zest management and communications tools. Ability to understand technical issues and learn about Zest
Drive and Energy	Winning mentality. A self-starter, able to work under their own initiative and achieve their objectives. Highly effective at completing work on time. High levels of drive, energy, enthusiasm and integrity.
Values	Able to live and breathe the Zest Values of Exceptional, Collaborative, Trusted, Game Changers, focussed on an excellent client experience.

Key Skills:

- Ideally 12 months demonstrable track record of success in tele sales and appointment making
- Attended basic sales basic methodology course/s
- Ideally 12 months working in an IT environment
- Able to show career progression

Additional Information

- Competitive Salary, with comprehensive range of Flexible Benefits
- Bonus based upon number of meetings secured and deals converted.
- Potential to progress within the sales team upon meeting key performance indicators.
- Normal working hours 37.5 as per T&Cs
- Location: Leatherhead House, Station Road, Leatherhead, Surrey, KT22 7FG