

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 a someone

- to support the sale team function by prospecting, developing and searching for new businesses and target 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's for light touch demos'. 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
- Appointment making
- Record keeping and data entry into SFDC
- Telephone sales in certain circumstances
- Diary control
- Support with tender responses

Key Competencies required for the role:

- Tenacity to stick with achieving a goal
- Strong professional telephone manner and engagement skills
- Winning mentality

Junior Business Development Executive

- Ability to understand technical issues and learn about Zest platform
- A good listener
- Attention to detail
- 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.

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 basic Salary
- Bonus based upon number of meetings secured and deals converted.
- Pension Scheme and access to flexible benefit programme on completion of probationary period.
- Normal working hours 37.5 as per T&Cs
- Office based
- Location: Leatherhead House, Station Road, Leatherhead, Surrey, KT22 7FG
- Potential to progress within the sales team upon meeting key performance indicators.