

Job Specification

About us: Zest Technology Ltd provides the technology of choice for many of the UK's leading companies, Benefit providers and Employee 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 Travis Perkins, Hargreaves Lansdown, Bartlett Wealth, Equiniti 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 join the sales team function to search, prospect, and develop new businesses opportunities (Direct and via Partners). Once leads have been qualified, carry out proactive phone contact to validate and book meetings working to agreed sales targets. Organise and conduct Microsoft Teams sessions for light touch demonstrations. To be a valued member of the team helping to co-ordinate our sales efforts supporting efficient sales and to be a contributor to the achievement of new sales targets

Reports to: Business Development Director

Areas of Responsibility:

- Prospect sourcing and development of new business (sub 250 employees sized clients)
- Manage and convert existing suspect base to qualified lead status
- Day to day management of existing reseller partner arrangements and to lead sales through them to sub 250 employee sized clients
- Appointment making
- Day to day sales lead role for Salesforce (Reports, dashboards, administration, consistency of inputs, exceptions)
- Outbound telephone sales to suspects
- 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

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Key Competencies required for the role:

Competency title	Brief description
Communication and Interpersonal	A good listener, with strong professional telephone and video call manner and engagement skills. Strong communication skills are essential.
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.
Determination	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 and market 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, Salesforce 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 sales and appointment making in the technology arena (HR tech focused desirable but not essential)
- Able to evidence attendance of basic sales methodology course/s
- Ideally comfortable, and understanding of, working with both direct and indirect companies in a multi-channel sales approach
- Salesforce experience to admin level
- Able to demonstrate career progression
- Self-starter able to work off own initiative

Additional Information

- Competitive Salary, with comprehensive range of Flexible Benefits
- Bonus plan 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

To apply please send your current CV and a covering letter to HR@zestbenefits.com