

Job Description

Title: Corporate Sales Manager
Reporting to: Sales Director

Job Overview

The Corporate Sales Manager role is responsible for the execution of the Company's corporate sales plan to the employee-benefit market. This involves achieving annual targets through understanding customer needs and building long term relationships to materially increase the Company's corporate sales revenue.

Key Responsibilities and Duties

- Development and execution of sales plans and tactics to achieve sales targets and goals as agreed with the Sales Director.
- Network and build relationships with prospective large corporate customers and employee-benefit intermediaries.
- Develop and maintain positive long-term relationships with key clients.
- Identify and pursue sales leads and opportunities.
- Receive and respond to sales enquiries.
- Effectively communicate the service provision and its value through proposals and presentations to prospective customers and employee-benefit intermediaries.
- Partner with customers to understand their business needs and objectives.
- Negotiate and close client contracts with the input of legal, financial and regulatory experts.
- Delivery of MI data to corporate customers at the end of campaigns.
- Accurate recording and communicating of sales to the Sales Director and other colleagues as necessary via Sales Force.
- Represent the business at conferences, trade fairs and networking events.
- Handover to the operational team for service delivery.
- Ongoing customer care and support
- All other reasonable requests as directed by the Sales Director.
- Regular travel in the UK.
- Home-based.
- Nationwide territory but primarily focused in the South East.

Person Specification

	Essential	Desirable
Education		
GCSE English, Maths and Science, grade 'B' or above, or equivalent	✓	
A Levels		✓
Degree, professional qualifications, or significant relevant experience	✓	
Work experience		
Experience of working in healthcare employee benefits	✓	
Significant experience in B2B consultative sales. Able to perform this with a high degree of autonomy	✓	
Experience of working with high levels of accuracy in a busy, team-focused organisation	✓	
Experience of using Sales Force, or similar CRM	✓	
Experience of advising corporate organisations on the provision of employee benefits	✓	
Experience of short and long sales lead times of up to two years	✓	
Access to a significant number of corporate contacts, directly or via known introducers	✓	
Personal attributes		
Driven to achieve and hit targets	✓	
Patience and tenacity	✓	
Excellent networker and relationship builder	✓	
Exceptional communication (written and verbal) skills	✓	

High level of attention to detail, reliability and trustworthiness	✓	
Team worker who is self-motivated and can manage workloads received from multiple sources	✓	
Willing to acquire new responsibilities and ensure professional knowledge is regularly updated.	✓	

Created: February 2020