

Want to join the Sapphire team?

Apply today!



Role title	New Business Executive
Reporting to	Loui Aylward - New Business Manager
Salary	£20,000 basic + Commission (uncapped, £28k OTE Year One)
The Person	<ul style="list-style-type: none"> • At least 1 years' experience in a sales role (ideally outbound telephone Based) environment preferred but not necessary, • Be confident and gregarious with an engaging telephone manner • A very strong bias towards customer service • Detail oriented with a pragmatic approach to problem solving • Self-motivated and comfortable with challenging others and being challenged • Open, engaging and keen to learn • Able to work very well (and enjoy working) under pressure • Ambitious and keen to embrace new challenges • Be a team player • Competent with Microsoft Office • Target driven & money motivated
Why Sapphire?	<ul style="list-style-type: none"> • Employee-owned company • Minimum 34 days holiday (rising with service) including birthday off • Monthly team get togethers • Company incentive targets • Annual incentive trips (previously Las Vegas, Barcelona, New York and more) • Brand New office with games room, bar and flexible working space • Fresh fruit daily • Employee Healthcare membership

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Sapphire
CLEAR CUT THINKING



Role purpose and characteristics

This is a multi-faceted role in a growing business made up of over 45 employees and is located in Bramhall. The company is an Umbrella/Accountancy based company with plans to grow to 55 employees over the next 12 months. The individual will have a varied role in the business, but the main responsibility will be converting warm leads to business. The role will be demanding and will suit an individual who is flexible, keen to learn and enjoys working under pressure. The right candidate will be responsible for communicating with clients and dealing with incoming telephone calls. This requires excellent communication, planning and organisational skills and the job holder must be constantly monitoring and re-evaluating priorities.

Main Areas of Responsibility

Customer Care

- Outbound sales calls (warm leads only)
- Answering inbound calls
- Dealing with emails in a professional manner
- Converting “warm leads” into sales/joiners.
- Converting new business leads into sales
- Upselling and cross-selling