

## **Account Development Manager – Payroll Sales**

CIPHR are a rapidly expanding, innovative, UK based tech company who provide online (SaaS) HR, Payroll and Learning Management systems and solutions to help organisations attract, engage, manage and retain their workforce more effectively.

### **About the role**

As a payroll sales specialist you will be responsible for developing and growing relationships with prospective organisations and customers with the objective of new customer acquisition and upselling to existing CIPHR customers. You will need to be self-motivated, driven, and able to interact with representatives from all types of organisations up to C Level executives with proven commercial negotiation and closing skills. You will have substantial experience demonstrating a consultative sales approach and become fully conversant with our products and services for which full training will be given.

- Reporting to our Payroll Sales Manager, you will work independently as well as with new business colleagues to cross sell.
- You will have ideally 2 to 3 years' experience as a Field Sales professional in the Payroll software and/or outsourcing space or be an operational Payroll professional looking for a move to sales.
- Whilst significant activity will be home-based, an ability and willingness to travel nationwide is required, as is an enthusiastic and passionate approach to being part of a real team.
- Manage the new customer acquisition and existing customer upsell sales cycle from first appointment through qualification & meetings through to commercial and contract negotiation.
- Deliver sales meetings, presentations and product demonstrations to prospects and customers in accordance with the CIPHR sales methodology
- Represent CIPHR at exhibitions, forums and other sales and industry events.
- Manage formal bid processes including generation of ITT, PQQ and RFI responses.
- Work closely with our internal Business Development, Marketing & Customer Success teams to take a proactive approach in the development of sales opportunities.

### **About You:**

- Sales experience up to C Level executives
- An understanding of Payroll topics & trends with experience in Payroll and HCM selling an advantage.
- First class communication skills and a confident and effective presenter.
- Positive and tenacious ability to influence.
- Commercial negotiation skills with proven track record in achieving target.
- Robust qualification, questioning & listening skills.
- Resourceful, creative, and adaptable approach to audience
- Effective planning, organisation, and time management skills (including pipeline management & accurate forecasting)
- Literate with Microsoft Office and CRM systems
- Ability to build and manage positive, effective working relationships.

### **What we offer:**

Apart from a working with a great team, a growing company and having the chance to learn and enhance your knowledge and qualifications, we offer;

- 25 days annual leave (28 after 3 years services), plus bank holidays
- Pension
- Regular training

- Life assurance
- Medical Cover and Dental cover
- Perks at Work – access to exclusive discounts, cinema tickets, etc.
- Free annual health screening
- Gym Loan
- £1,500 employee referral scheme