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| **Job Title** | New Business Sales Manager | **Job Family** | TBC  |
| **Grade** | TBC | **Reports to** | Sales Director – Public Sector |
| **Location** | Zellis Managed Services Office Based (Peterborough, Birmingham or Kochi) | **Team Size** | Eg Direct – 0Indirect reports - 0 |

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| About the role: |
| As a New Business Sales Manager, reporting into the Sales Director Public Sector, you’ll take responsibility for the growth of Zellis within the Public Sector verticals, identifying new business opportunities to generate revenue, improve profitability and help the business grow.For this particular role, we are looking for someone with extensive HR & Payroll sales experience and a deep understanding and knowledge of the Public Sector market, to design and execute a successful new business sales plan. |
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| **Role Accountabilities and responsibilities:** |
| * **Key responsibilities include:**
* Careful strategic planning and positioning in the appropriate markets.
* Researching and identifying new business opportunities – including new markets, growth areas, trends, customers, and new ways of reaching existing markets.
* Generating leads and cold calling prospective customers.
* Driving complex sales cycles through orchestrating internal teams of Pre-Sales, Value Management, Bid Management, Business Development, Marketing and Sales Support.
* Implementing value-selling processes alongside a wealth of knowledge of Zellis’ products and portfolio.
* Initiating and cultivating long-standing relationships with prospective customers and executive sponsors, utilising your experience and consultative selling skills.
* Employing effective selling strategies to successfully position Zellis as a viable cloud partner of choice to alternative legacy HR & Payroll solutions.
* Discussing promotional strategies and activities with the Marketing team.
* Maintaining accurate and timely customer, pipeline and forecast data.
* Being a key player in Zellis’ Public Sector New Business sales team to drive net new business sales.
* **Skills & experience**
* Proven experience of selling to C-level within Public Sector from a direct, field sales position.
* Ability to gain a good understanding of the strategic competitive landscape and customer needs so you can effectively position Zellis.
* Ability to understand and effectively explain the benefits of an on-demand / web services / Cloud / SaaS architecture.
* Ability to cultivate mutually beneficial relationships with strategic partners and alliances.
* Proven successful experience on transformational sales.
* Prior extensive sales experience of selling disruptive solutions in HR & Payroll cloud / SaaS technology or business applications.
* Experience as a leader in a team selling environment to large Public Sector organisations.
* Proven ability in managing complex sales cycles from start to finish with a track record of successful revenue attainment.
* Proven experience of pulling together different business units to maximize on sales opportunities.
* Familiarity with consultative selling methodologies.
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| People Leadership / Team Leadership: |
| **About you:**Hints & Tips: * this section does not need to be completed for role that do not have leadership people team responsibilities
* avoid creating an exhaustive list
* strikes the right balance; generic enough but also reflects core skills and technical competencies
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| Special Circumstances / Other Requirements e.g. travel requirements, working arrangements etc |
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| About Zellis Group  |
| **Zellis is the leading provider of payroll and HR solutions for the UK and Ireland.**Together with Benefex and Moorepay, we form the Zellis Group, serving a vast array of companies across every vertical and industry.**Our purpose** is to power exceptional employee experiences so you and your people do better.**Our history**We have over 50 years of heritage and industry experience – and we’ve been ahead of the curve throughout. More than half a century ago, we were founded as Peterborough Data Processing. Quite a lot has changed since then – not least our name.We were acquired by Northgate, becoming NorthgateArinso in 2007 and NGA Human Resources UK and Ireland in 2014, where we were joined by Moorepay. In 2018, the UK and Ireland division was sold to Bain Capital and now we operate as a standalone company.After acquiring Benefex, we’re now even better equipped to serve the complex needs of our customers.**Our vision**Our vision is to be the clear leader in pay, reward, analytics, and people experiences. There’s nothing more important to us than building trusting and beneficial relationships with our customers, using our size, scale, and breadth of experience to offer tailored solutions that precisely meet their business needs.We design solutions that keep our customers ahead of change as they navigate the regulatory complexity and workforce uncertainty which exists in today’s business landscape. At the heart of everything we do are our highly qualified payroll and HR experts, who are committed to delivering first-class customer service at all times.**We’re proud of our culture**At Zellis we work hard to create a culture where people want to join, belong to, and be part of a progressive organisation. We’re committed to recruiting and retaining a diverse and inclusive workforce that is representative of the customers we serve and the communities we operate in.**Our values,** which were defined with input from all of our 2,000 colleagues, are not empty words on a poster. They reflect who we are, and how we operate as a business. |