**Business Development Consultant – Swinton / Manchester**

**Other:** **Pension | Private Medical Insurance | Life Insurance | Flexible Benefits**

**Reporting to:** Head of Business Development

**Overview:**

The key objective of the BDC role is to generate new business sales opportunities for Moorepay’s field-based sales team.

You will be generating new B2B opportunities to key market segments and verticals via the telephone supported by Email and Social Media campaigns.

Due to continued growth we are seeking several new experienced BDC’s to join our busy team.

**Key Responsibilities:**

* Contacting businesses using data provisions to feed field sales team with new business sales opportunities via diarised appointments within a pre-defined geographical territory.
* Effectively following up on prospect data, inbound leads and marketing campaigns to build up and nurture a long-term pipeline of sales opportunities.
* Ensure all key details - decision makers, incumbent suppliers and contractual periods are updated on ALL leads where possible.
* Use specialised tools, social media and news channels to identify business issues which help position Moorepay product and services to give us a competitive advantage.
* Drive own activity to continually achieve desired KPIs.
* Effective utilisation of data and CRM/database to update/record accurate details about clients and prospects.
* Work closely with other departments where required within the company to ensure success in delivering a quality service to our clients.
* In addition to the duties and responsibilities listed, the job holder is required to perform other duties as reasonably assigned by the supervisor/manager from time to time.
* Through optimising your own personal behaviours, you will support the business in driving world-class customer engagement and business performance.

**Accountabilities and Performance Measures:**

* Achieves productivity and lead / campaign conversion rates
* Achieves minimum standards of activity set by the Head of Business Development.
* Completes required training & development objectives within the assigned time frame.
* Effective completion of in house CRM and associated sales reports

**Skills & Experience required:**

* A minimum of 2 years proven B2B telesales experience of creating sales opportunities for SMB Businesses
* Experienced within the sales process
* Evidence of achieving KPI’s
* Confident, strong communicator with charisma and gravitas
* Willing and capable of learning and adapting quickly
* Educated to a minimum of GCSE Level - Maths & English essential.

**About Us:**

Founded in 1966, **Moorepay** is one of the UK’s leading payroll, HR and compliance providers. Supporting a growing customer base of 10,000 clients, Moorepay produce millions of payslips every year and handle around 250,000 queries from clients requiring professional advice from experienced and qualified staff. We are experts in what we do, committed to delivering an honest, reliable and comprehensive service to the SME market

Our 8,500 employees are dedicated to delivering excellence through HR consulting, HR outsourcing and HR technology. As a recognised global HR services leader, we have offices in 35 countries on five continents, supporting customers in more than 100 countries.

* Over 1,000 ERP-based HR implementations globally
* 3,000 Large Enterprise customers
* 10,000 Small and Medium customers
* Over 20% of FORTUNE Global 500® companies serviced
* 40% of UK working population are paid by NGA Human Resources’ solutions totalling 54 million payslips produced per annum servicing 19 million UK workers

***Our Values:***

**One Team:** Ours is an interactive environment. We celebrate our diversity and recognise the strength of what we can achieve as a united team.

**Innovation:** We are a creative and resourceful organisation. We have a talent for looking at things differently and are passionate about bringing new ideas to life.

**Speed:** Our energy and focus means that we always deliver quality, quickly and efficiently

**Responsibility:** We can count on each other. We personally take responsibility for delivering on our promises. We trust our colleagues to do the same.

**Excellence:** We are committed to excellence. Our internal and external customers are at the heart of everything we do and we strive to over-achieve.