**Business Development Consultant**

We are on the lookout for highly driven and motivated individuals to join Moorepay as Business Development Consultants! This is a great opportunity for you to join a supportive, exciting, and growing business to generate new business sales opportunities for our Business Development Managers.

Your role will be primarily using the data on our CRM systems to call clients and book in appointments for our Business Development Managers. You will also be responsible for managing your own data and updating this on our internal systems.

If you are looking to progress your sales career in a fun and collaborative team, with supportive management, and a strong progression path we would love to hear from you! This isn’t your typical sales role or call centre environment, we’re a friendly bunch of people and you will be get the freedom to really make this role your own and learn from a well-established team of sales professionals.

We love to reward our people for their hard work, so you will get the opportunity to earn more with our competitive commission structure! We offer a flexible benefits package, a comprehensive programme of learning and development, and a great work/life balance.

**Key responsibilities include:**

* Contacting businesses using data provisions to feed field sales team with new business sales opportunities.
* 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.

**Skills and experience**

* Previous sales experience, whether this is in a telephone based role or within a customer service/retail background
* Excellent customer service skills
* Experienced within the sales process is beneficial
* 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**

Moorepay is a team of over 500 friendly professionals across four offices in Manchester, Sheffield, Farnborough, and Kochi (India). We’re passionate about making Moorepay a fantastic place to work for every single one of our colleagues. The average length of service at Moorepay is 12 years, which speaks for itself!

To help make Moorepay such a great place to work, we focus on three things in our company culture: mental health support, maintaining a healthy work/life balance, and equal opportunities and inclusion for all.

Here’s what you’ll gain if you join our team:

* A career packed with opportunity, in a stable and growing company.
* A flexible benefits package where you can choose your own tax-free benefits. From insurance and the Cycle to Work Scheme, to travel benefits and holiday trading - there’s something for everyone.
* A comprehensive programme of learning and development.
* Generous pension contributions.
* A competitive base salary, as well as a good commission structure

**Salary Package**

* Competitive base salary.
* 25 days annual leave, plus your birthday off!
* Private medical insurance.
* Life assurance 4x salary.
* Enhanced pension.
* Range of additional flexible benefits.