

Key Account Executive (South)

We have an excellent opportunity within our Sales team for a Key Account Executive in our London office. The role focuses on supporting and partnering with the Key Account Director in managing and nurturing our key accounts, to maintain and grow business relationships.

To be successful in this role you will be someone who has strong sales experience and can develop relationships that deliver profitable business and enhance our already well-established reputation with recruitment agencies. You will be building and maintaining relationships with new and existing clients. It is a proactive role and the opportunity for growth within this area is excellent.

The role is Monday-Friday, 09:00-17:30 and the salary is £35,000 per annum plus commission.

Hybrid working (2 days working from home) is offered following probation.

A key requirement for this role is having a minimum of 2 years sales experience in the Umbrella industry.

Main responsibilities:

- Increase the number of referring consultants and enquiries within the patch
- Acting as a main point of contact for clients and their needs along with the Key Account Director
- Working collaboratively with Key Account Advisors to address and resolve agency queries
- Attend face to face agency visits, and some hospitality where required

Minimum requirements:

- Minimum grade C in Maths and English GCSE (or equivalent)
- B2B sales experience, ideally within a field sales role
- Experience in exceeding call targets of 50+ per day
- To have worked within a similar role where the expectations split between sales and support

Why work at PayStream?

We are a growing organisation with an excellent working culture. We pride ourselves on our people. In return for your hard work we offer the following company benefits:

- Great Place To Work Certified!
- 23 days annual leave (plus bank holidays) which increase with length of service
- Your birthday off
- Salary reviews every February
- Amazing monthly company social events and rewards (just look at our website and Facebook page!)
- Cycle to Work scheme
- Casual dress everyday
- Enhanced maternity/paternity benefits
- Professional qualification financial support
- Up to 6 days paid study leave for professional qualifications
- Long service awards
- Training and personal development
- Personal accident cover
- Free fresh fruit and refreshments
- Free flu vaccinations
- PLUS, our fantastic Christmas party!

...and a fantastic working environment! If you match the profile and would like to be part of the team. Please apply now by sending in your CV to careers@paystream.co.uk