

# Business Development Executive (Screening)

We have an excellent opportunity within our Sales team for a Business Development Executive. The role focuses on generating leads for PayStream Screening.

The role is Monday-Friday, 09:00-17:30 and the salary is £27,500 per annum plus commission.

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

## Main responsibilities:

- Call on agencies to drive interest in PayStream Screening
- Follow up leads generated by CRM's
- To work to a strategy for new business development with the Business Development Manager
- To excel in providing compelling sales messages to prospective agencies
- Identify specific vertical markets that could potentially benefit from the screening service
- To provide verbal and written communication about our products and services to agencies. Utilise social media such as LinkedIn where appropriate
- To advise and assist agencies looking to outsource their screening requirements
- Handle incoming telephone and email enquiries from prospective agencies
- To work on additional projects and opportunities as directed by the Business Development Manager and Head of Sales

## Minimum requirements:

- Minimum grade C in Maths and English GCSE (or equivalent)
- Extensive B2B sales experience
- Strong industry knowledge (payroll, umbrella or finance), or coming from a recruitment background would be desirable

## 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](mailto:careers@paystream.co.uk)