

JOB TITLE AND DESCRIPTION

Sales Consultant - OH and Wellbeing

This role is all about getting our products and services into workforces of organisations across the UK. You will be the principle point of contact for new business enquiries - and responsible for generating leads - in the Small-Mid Corporate market (equating to organisations of c.400-2000 employees). You will have access to a broad suite of occupational health and wellbeing services to help design modern programmes that meet your clients' needs.

JOB DETAILS

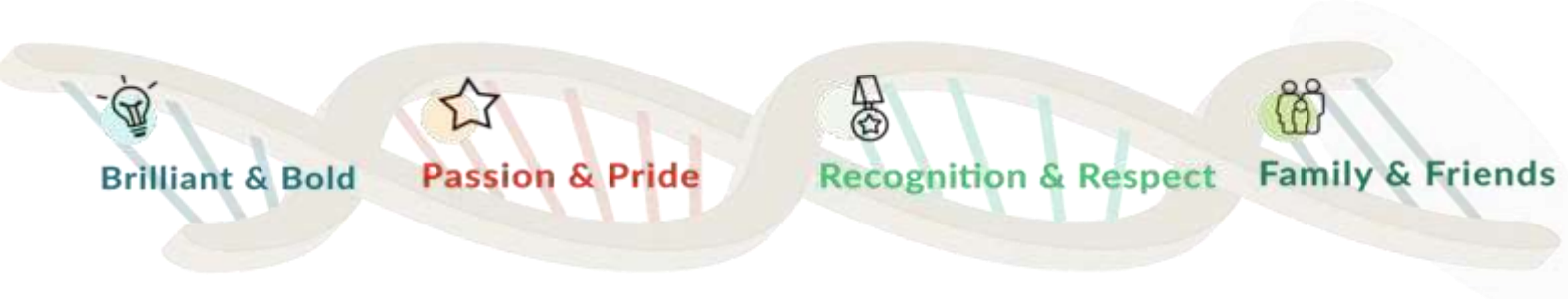
Department: Sales – Medigold Health
Anticipated Working Hours: As per terms and conditions of employment
Reporting To: Sales Director, Medigold Health
Level: Consultant
Location: As per terms and conditions of employment

MAIN OBJECTIVES

- Build and continually replenish a pipeline of relevant, qualified new & incremental business opportunities
- Develop depth of knowledge in your relevant service lines enabling you to act as an effective business consultant on their features, benefits, differentiation use, application, implementation and costs
- Work with commitment towards sales targets set, using strategy, energy and ingenuity to meet such goals.

SPECIFIC DUTIES

- Manage your personal pipeline, make regular updates and keep the wider team informed
- Communicate effectively with your line manager and colleagues
- Handle new business enquiries by email, phone call, telesales/online lead etc. seeking expert support and input to respond to client queries and design the optimal occupational health & wellbeing solutions
- Attend promotional events hosted by Medigold Health to generate new leads
- Ensure that you are consistently generating new leads via networking, direct prospecting and revisiting dormant opportunities
- Target three sales meetings (virtual/f2f) on a weekly basis to maintain good sales momentum



- Use Salesforce to log and report accurately on all sales leads and opportunities (full training will be given)
- Ensure that your business diary is updated daily with your sales activity, appointments or any other networking events
- Join all regular Sales Team meetings to share updates, take questions and forecast your performance in an ongoing way
- Using your own genuine interest in helping employers with health & wellbeing, develop a deep and passionate knowledge of Medigold Health's products and services
- As required, support Account Management colleagues to cross-sell services to existing clients
- Use our library of sales, marketing and proposal drafting tools to independently produce material to support the progression and nurturing of your opportunities
- As relevant, collaborate with the Bid Team to produce high quality responses to any formal RFP/tender processes relevant to your client opportunities
- Follow company processes and engage with the correct internal people to ensure there is an effective implementation of all new sales

ADDITIONAL RESPONSIBILITIES & ACCOUNTABILITIES

- Understand, demonstrate, and promote the Company's Genetic Code
- Assist, where required, with induction and training of new employees
- Manage confidential data in line with the UK GDPR
- General Office Duties
- Contribute ideas and suggestions to continuously improve the Sales Team operation
- Assist with colleagues' work during absences
- Attend meetings and training sessions as required
- Be a role model to the business and lead with motivation and a positive attitude to success, encouraging teamwork and to think outside the box
- Assist with any other reasonable request made by a Manager or Director

REQUIREMENTS FOR THIS ROLE

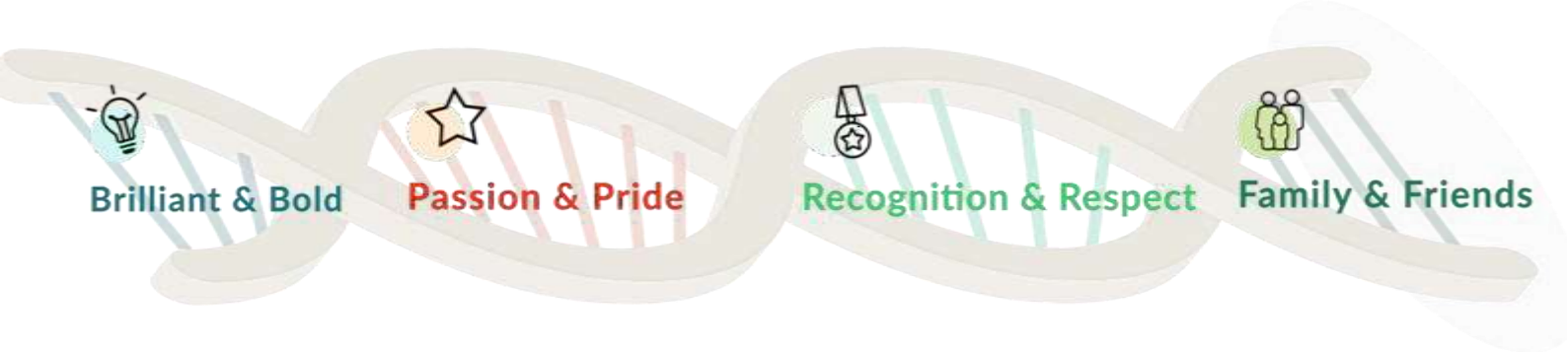
- 1-3 years + experience in an SME or corporate client sales/business development role
- Strong communication and presentation skills – must be able to communicate efficiently (verbally, in print and via the phone) to all levels of internal and external stakeholders.
- A highly success-focussed attitude. You should have a will to acquire knowledge, build your personal sales pipeline and achieve success through effort invested.
- Excellent relationship management skills – must be able to build and maintain productive relationships with senior managers, directors and key customer stakeholders.
- Time & Diary Management – must be able to manage own time and diary, whilst working remotely across the UK, attending client meetings, Medigold Health sites and working from home, where appropriate.
- Intermediate knowledge of Outlook, Word, Excel and PowerPoint is essential. Knowledge of/commitment to developing fluency with Salesforce DC is essential.
- The ability to work in a continually results-driven environment, not shying away from challenge and asking for support and guidance where you feel it will help you.
- A firm belief in the success of the team being as important as personal success. We are collegiate and delight in each other's' successes.
- Full UK driving license would be an advantage, practically speaking, although we appreciate a significant portion of sales activity is performed virtually.

CORE SKILLS

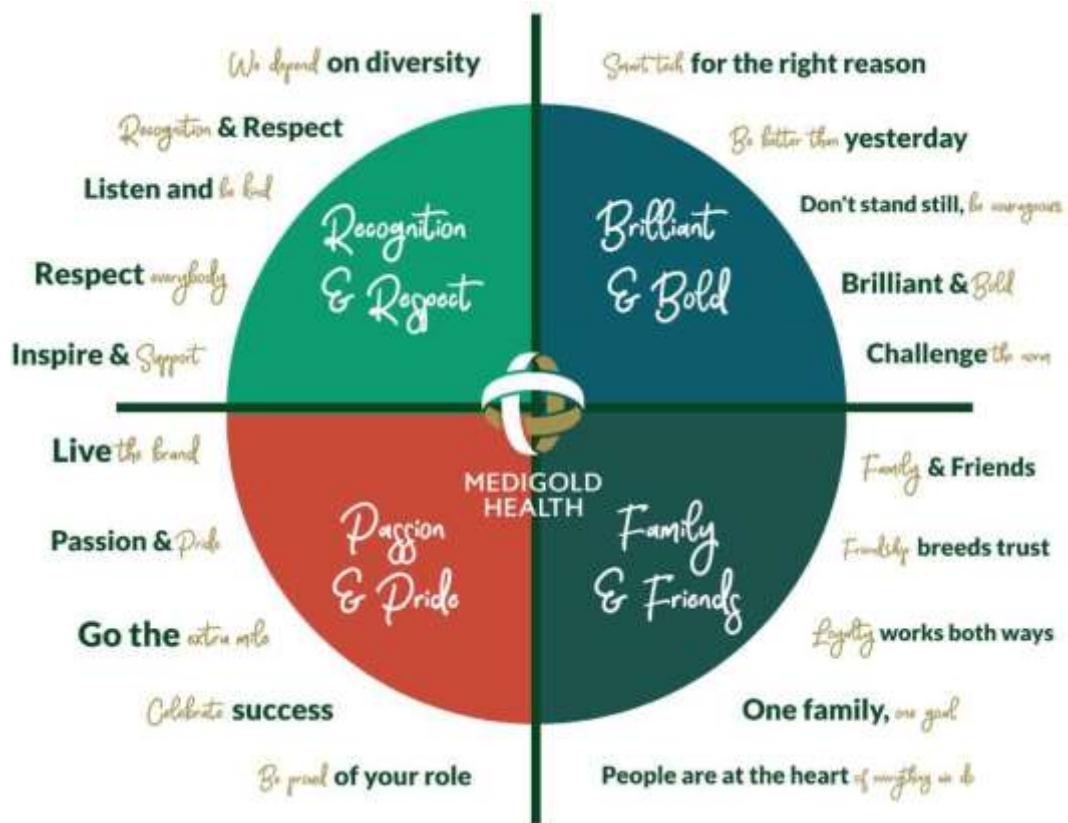
Able to make commercial decisions	Creative and challenging
Excellent business writing skills	Able to work as a team and independently
Organisational skills	Adaptable and able to embrace change
A clear and thoughtful communicator	Strong attention to detail
Empathetic thinker – anticipating client needs	Ability to influence
Enthusiastic and persuasive when presenting	

CORE BEHAVIOURS

Responsible	Well organised & punctual
Professional in appearance and approach	Proactive & driven to deliver
Trustworthy and Honest	Calm under pressure
Willing to learn new skills	Efficient and clear-headed
Passionate about Medigold Health and what we do	



SHARE IN OUR GENETIC CODE



I understand the specific duties required of me within my role and accept the responsibilities, authorities and accountabilities related to this role. I have therefore Read and Accepted this job description in the internal HR system.