



## **SALES EXECUTIVE VACANCY**

### **Benefits:**

Group Personal Pension Scheme, after qualifying period  
22 Days Holiday, plus public holidays

### **Focus:**

Existing Customers & New Business: Commercial and Public Sector Organisations

### **Software:**

HR, Payroll and Self Service Software  
Payroll Bureau Service  
Add on Modules,  
Time & Attendance

### **Services:**

Implementation/Consultancy/Training

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### **Job Description:**

Based from Enfield  
Reporting to Sales & Marketing Director

Wealden Computing Services Limited is an established developer and supplier of Integrated Human Resource and Payroll Software, Employee Self Service and Time and Attendance Systems throughout the UK. Currently seeking to recruit a HR & Payroll Systems Sales Executive to develop new business opportunities and manage existing client relationships.

### **Responsibilities:**

Reporting directly to the Sales & Marketing Director and managing a UK wide portfolio, the major requirement of this role is to help develop the company's expansion plans by selling into a potentially massive base of prospects across UK. You will be required to develop and manage selected existing client base relationships, you will design and deliver presentations on new and existing modules so as to maximise the products and services of the organisation. You will be managing and supporting sales cycles of c3-9 months in length and will be delivering to professionals from mid-management level right up to Director and Executive level professionals.

You will possess a proven track record in sales, ideally a minimum of 5 years experience with an understanding of payroll & HR solutions. Commercial acumen, the ability to deal and sell effectively up to board room level. You must be persuasive, creative, focussed and results driven.

**Typical activities may include:**

- developing new business opportunities through cold calls and telesales campaigns
- maintaining and developing opportunities within the existing customers via meetings, telephone calls and emails;
- visiting potential customers to prospect for new business;
- negotiating the terms of an agreement and closing sales;
- representing the organisation at events and demonstrations;
- negotiating variations in price, delivery and specifications with managers;
- advising on forthcoming product developments and discussing special promotions;
- gaining a clear understanding of customers' businesses and requirements;

**If you are interested in the above position please send your CV with a summary cover letter to [jobs@wealden.net](mailto:jobs@wealden.net)**