**Job Title: Intermediary Consultant (Sales)**

**Location: Home based (ideally North West) plus travel national travel**

**Salary: From £35,000- £45,000 per annum + up to £5,000 car allowance + uncapped commission + up to 18% pension + other fantastic benefits**

**Hours: 40 per week**

**Are you a tenacious sales professional with a proven record of selling healthcare services into the insurance market?**

**Are you motivated to smash sales targets and the opportunity to earn an additional £20k a year in commission?**

**Are you looking to join one of UK’s fastest growing Wellbeing providers who put their employees and customers in the heart of everything we do?**

**If you have answered ‘Yes’, this is the perfect role for you!**

**Role Overview**

As Part of PAM Group, PAM Wellbeing’s suite of mental health, psychological and wellbeing solutions enables organisations the option to engage with a strategic wellbeing partner to support their employee's whole health and wellbeing needs, and for their employees to benefit from the multidisciplinary expertise of our extensive team. The services typically include employee assistance programmes (EAPs), counselling, mental health training, trauma services, structured professional support, and further managed psychological services.

We deliver such services directly to clients and via resellers such as Insurance brokers, HR partners, and more. These can be SME through to large corporates in the public, private and third sectors. We are looking for a self-driven individual who is competent in bringing in new business and managing the sales lifecycle.

**Roles and Responsibilities**

* Contacting known brokers and resellers with a view of them recommending our services for their clients.
* Actively seeking out new sales opportunities through cold calling, networking, and social media.
* Negotiating payment and pricing, developing sales strategies, and following up on business leads and referral.
* Conducting market research to identify selling possibilities and evaluate customer needs.
* Track daily sales using company-provided software and prepare and present sales reports at weekly meetings.
* Create frequent reviews and reports with sales and financial data
* Review industry-specific pricing and commission structures to ensure that our prices and commissions remain competitive. Come up with pricing modifications as needed and present them for review during management meetings.
* Identify new markets and business opportunities
* Review your own sales performance
* Cooperate with the sales team to develop and execute a business plan designed to increase revenue and attract new prospects.

**About You**

* Proven experience in a similar role within the insurance industry is essential
* Proven experience in a similar role within the healthcare industry is desirable
* Self-motivated and driven by targets
* Strong communication skills – including both verbal and written
* The ability to influence and negotiate with others
* Commercial awareness
* Experience as a telesales executive or business development executive role is essential

**Benefits**

* Auto-enrolment pension contribution
* You will have a life insurance scheme valued at 4 x your annual
* 33 days annual leave including bank holidays
* Health Cash Plan Scheme, which covers you for things like Opticians, Dental Treatment and even Physio if needed!
* Flexible Working Hours
* Access to a 24/7 EAP Counselling line and a 24/7 GP line
* Amazing discounts on things like food and drink, retail, and days out, all through our rewards scheme.
* We’ll also pay for your professional registration fees and support you with your revalidation and CPD.
* Funding support with Training and Development

**About Us**

PAM Wellbeing was born out of a need to support our customers and their employees from a holistic health and wellbeing perspective in 2009, expanding on the physical health and rehabilitation services that our occupational health sister company has expertly provided since 2004. Our suite of mental health, psychological and wellbeing solutions enables organisations the option to engage with a strategic wellbeing partner to support their employee's whole health and wellbeing needs, and for their employees to benefit from the multidisciplinary expertise of our extensive team.

**Our values**

* Giving clients the reason to choose us to provide their services​​​
* Providing the highest levels of service to every client every day​​​
* To always give clients value for money​​​
* To be the best we can be every day​

**Our vision**

* To be the UK's go-to company for proactive and reactive mental health solutions

**Our mission**

* To help organisations and their people thrive, by providing proactive and reactive mental health solutions. To restore the mental health of our nation

**Apply Today by sending your CV using the apply button!**

**Alternatively if you would like a confidential and informal discussion regarding the vacancy please email** [**jo.simpson@pamgroup.co.uk**](mailto:jo.simpson@pamgroup.co.uk)