



# We're **hiring!**

Join our team

A large, curved blue banner separates the top text from the bottom image. Below the banner is a photograph of many hands of various skin tones stacked in a circle, symbolizing teamwork. A semi-transparent white box is overlaid on the bottom right of the image.

**Business Development  
Executive**

Role: Business Development Executive  
Based: Homebased with occasional travel to client sites nationwide  
Reporting To: Business Development Director

## About Us

PAM Wellbeing provides proactive and reactive mental health solutions to a range of multi-national clients in the private sector and public sector organisations. The business is privately owned by its directors who have a wealth of experience in providing occupational health services, employment law and business management. This allows empathy and understanding of both the challenges and the requirements of our clients. The strengths of this joined up approach are therefore in the service, which is clear, pragmatic, and wholly aligned to the client's requirements.

PAM Wellbeing delivers to a wide variety of UK based clients (Private and Public sector) offering counselling, CBT, EMDR, training, mediation, trauma support, and EAP services.

We are committed to putting our colleagues first and believe that a satisfied and motivated team best serves our clients.

## Role

A new exciting role has arisen to join the PAM Wellbeing team on their business development team. As part of the role, you will identify prospects and sell all PAM Wellbeing products and services to businesses throughout the UK specifically focusing on the private sector.

- ❖ To identify and pursue new business opportunities for revenue growth
- ❖ Establish a clear target list of potential customers and demonstrate development of these
- ❖ Support sales in breaking into new areas of growth as per the business plan
- ❖ Cold call to arrange meetings with potential customers to prospect for new business
- ❖ Respond to incoming email and phone enquiries
- ❖ Negotiate the terms of an agreement and close sales
- ❖ Gather market knowledge and customer information
- ❖ Create detailed proposal documents accurately
- ❖ Work to weekly activity targets and monthly revenue targets
- ❖ Plot sales progress using the CRM
- ❖ Review your own sales performance aiming to meet or exceed targets
- ❖ Promote the company image and maintain and enhance its reputation
- ❖ Attend networking opportunities to help create greater awareness of PAM Wellbeing
- ❖ Establish & maintain an excellent working relationship with the Sales Director
- ❖ Demonstrate at all times behaviours that support the PAM Values

## About You

- ❖ Highly developed influencing and sales skills
- ❖ Proven sales experience with a successful track record of meeting sales targets
- ❖ Monitoring and reporting of ongoing business development
- ❖ Excellent communication skills; ability to present confidently and effectively at senior management level
- ❖ Identify and pursue revenue development opportunities
- ❖ Financial and commercial awareness:
- ❖ Able to work under pressure in a large complex organisation Experience in sales
- ❖ Ideally experience within the health and wellbeing sector

If you're looking for your next career move and are wanting to work with a rewarding company, please get in touch with our Recruitment department for a confidential chat about joining the PAM Team. [Recruitment@pamgroup.co.uk](mailto:Recruitment@pamgroup.co.uk)

- ❖ IT Literate
- ❖ Excellent communication skills written and oral
- ❖ Good organisation skills and the ability to prioritise
- ❖ The ability and commitment and desire to be part of a driven ambitious team

## Our Values

At PAM we are passionate about people and delivering our Everyday Things That Matter Values and Behaviours to our customers and our colleagues. Our cultural philosophy is based on putting our people first, creating high performing teams who deliver great services for our clients.

We're looking for driven and ambitious professionals to join our team, who are just as passionate about our philosophy and values as we are:

- ❖ Hard Work & Enthusiasm; we believe hard work should be rewarded, we go the extra mile to achieve our goals and support each other and enthusiasm and passion are part of our DNA.
- ❖ Teamwork & Friendship; our colleagues share a sense of belonging; we understand collaborative working means better decisions making and we support each other to achieve common goals.
- ❖ Loyalty & Improvement; we are dedicated to personal and professional development. Our PAM Academy mentors' colleagues and provides support to help you be the best you can through offering a wide range of CPD opportunities.

## Employee Benefits

- ❖ We pay your auto-enrolment pension contribution of 8%, you can also make enhanced contributions which are matched up to 5%
- ❖ You will have a life insurance scheme valued at 4 x your annual salary
- ❖ 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.
- ❖ Support with training and development

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