



We're hiring!

Join our team

**Telesales Account
Manager**

Overview:

Role: Telesales Account Manager

Reporting to: Head of Sales

Location: Homebased & Aintree

PAM Group are a specialist preventative healthcare business operating throughout the UK. The business was formed in 2004 starting in occupational health but has expanded into psychological health, health assessments and neurodiversity assessments.

We are a UK operator with 27 clinics throughout the UK and employ circa 600 colleagues. Our businesses autonomous and focused in their niche sectors, they are successful and we are embarking on a significant expansion plan to maximise our current resources and expand our services.

Our Business Unit PAM Health sells online products and services aimed at the physiotherapy, ergonomic and healthcare sectors. This business has grown recently through acquisition and we are now looking to drive it sales and brand awareness

Role

This is a special role for an amazing brand within the healthcare supplies sector offering a secure and innovative working environment where you can really grow your career for the future.

- ❖ Develop new business for the Company via the telephone.
- ❖ Work closely with marketing to develop campaigns to drive leads to the internal sales team
- ❖ Engage with new and existing customers to understand needs and requirements and map these into the product/service on offer
- ❖ Qualify new sales prospects
- ❖ Oversee the Generation of sales leads for other parts of the business such as field sales
- ❖ Manage team KPI's, call volumes and quality
- ❖ Contact and building relationships with existing customers to upsell and upgrade some amazing products.
- ❖ Manage existing clients, increasing spend and share of wallet through first class sales and relationship building skills.
- ❖ High mix of account management, win-back and new business opportunities.
- ❖ Achieve and targets and KPI's set.
- ❖ To be an ambassador for our brands, carrying forward the quality of interaction including service delivery and a professional friendly approach that has come to be expected from a well-respected business.

This role is new and is being created to support the relocation and consolidation of 4 of our existing brands. The role also offers a first-class working environment which encourages people to develop and grow for the long term into more senior roles, management or field sales.

About You

- ❖ Proven experience in B2B Sales
- ❖ Demonstrate a successful track record in sales

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

- ❖ Experience of being able to spot opportunities and develop new business whilst managing clients through first class relationships.
- ❖ Excellent communication skills at all levels written and telephone
- ❖ Understands the concept and value in pipeline and how to forecast results.
- ❖ Ambitious to achieve sales for the business and increase your earnings
- ❖ Be capable of managing a team as the project develops and demonstrate the ability to reach targets.
- ❖ £60k + in earning and grow a long-term career.
- ❖ Enthusiasm, attitude and a strong work ethic are key for this role.

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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