

# Internal Client Relationship Manager Team Leader

We are looking to enhance our Sales Team and currently have an opening for a Team Leader.

The role is Monday-Friday, 09:00-17:30 and the salary is £35,000 per annum plus commission.

To be successful in this role you will be someone who has strong sales experience and can develop relationships that deliver profitable business and enhance our already well-established reputation with recruitment agencies. You will be building and maintaining relationships with new and existing clients, as well as effective leadership and management of the Internal Client Relationship Managers.

## Main responsibilities:

- To increase enquiry numbers and achieve growth across a dedicated patch of accounts
- To increase the number of referring consultants in the patch
- Act as a main point of contact for consultants, working alongside Agency Support to deal with all agency queries
- To maintain a record of existing accounts, record account/consultant profile information/ activity and competitor insight on the Sales CRM (Monday.com)
- Oversee day to day operations for all ICRM activity and KPI's
- Work with the Internal Client Relationship Managers to set clear goals and objectives in line with growth expectations
- Provide regular feedback, coaching, objective setting and performance evaluations to optimise productivity
- Supporting the Sales Director with additional responsibilities where required
- Attending face to face agency visits, and some hospitality where required

## Minimum requirements:

- Minimum grade C in Maths and English GCSE (or equivalent)
- Proven experience in a B2B sales environment
- Experience in exceeding call targets of 50+ per day
- To have worked in a similar role, where there is a split between sales and team management
- Track record of working towards sales KPI's including calls
- Hands-on experience with multiple sales techniques (including cold calls)
- Strong industry knowledge (payroll, umbrella or finance), or come from a recruitment background

## Why work at PayStream?

We are a growing organisation with an excellent working culture. We pride ourselves on our people. In return for your hard work we offer the following company benefits:

- To Great Place To Work Certified!
- 23 days annual leave (plus bank holidays) which increase with length of service

- Your birthday off
- Salary reviews every February
- Amazing monthly company social events and rewards (just look at our website and Facebook page!)
- Cycle to Work scheme
- Casual dress everyday
- Enhanced maternity/paternity benefits
- Professional qualification financial support
- Up to 6 days paid study leave for professional qualifications
- Long service awards
- Training and personal development
- Personal accident cover
- Free fresh fruit and refreshments
- Free flu vaccinations
- PLUS, our fantastic Christmas party!

...and a fantastic working environment! If you match the profile and would like to be part of the team. Please apply now by sending in your CV to [careers@paystream.co.uk](mailto:careers@paystream.co.uk).