



## Job Description

# Sales & Business Development Team

Opportunities for Key IVR's secure payment solutions and IVR products and services are massive and growing. As a member of this, primarily office based, team you may very well join with your own existing book of prospects and former clients. And although there will be opportunities for great candidates with the skills listed below, and we want to hear from you now, right now we are keen to attract great candidates with all the skills who also come with their own book and network of prospects.

If you don't have an existing network and prospect list to tap straight into, you will most certainly not be the kind of individual to need any hand holding and will be able to explain very precisely what you are going to do to very quickly build your own book.

Ideally your sales experience will have included success in one or more of the following, or similar, card payments, SaaS, CRM, software, telephony, back office systems, payments industry, but if you have the skills, the drive and the hunger, we would still like to talk to you!

As a member of this critical and highly visible team, which comes with a massive focus, both individually and as a team, on consistently introducing and converting prospects into paying customers you will or will be:

- A proven, confident, self-starting sales and business development person first and foremost
- Able to clearly demonstrate your previous sales success (finding, engaging with, converting, closing and nurturing prospects and clients and further developing your accounts) ideally in a B2B environment
- Self-motivated
- Proactive
- Target driven
- Competitive, as well as
- Collaborative with other team members and happy to share the team's success as much as their own
- Tenacious
- Resilient
- Disciplined, Well Organised with excellent Time Management skills
- Engaging and Curious
- An intelligent, quick thinker

**Key IVR Limited**, 8 Durham Lane, West Moor Park, Armthorpe, Doncaster, DN3 3FE

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- Present professionally on a personal level
- Skilled in giving business presentations to corporate clients
- Thrive on being an important member of a business critical, highly visible team with highly visible results
- Have an infectious enthusiasm for the sales effort, someone who “can build the giddiness of the team!”
- Able to contribute to even further developing the strong culture of delivery which already exists within the team and across the company
- Ambitious for further career and personal development in a company that has significant scope for future growth and success

Comprehensive training will be provided on the company’s products and services to enable successful candidates to fully engage with prospects.

Salary: £20K - £25K per annum; OTE commission £12K (uncapped)

### **How to Apply**

Please email your application to [careers@keyivr.co.uk](mailto:careers@keyivr.co.uk). No agencies please.

### **Background:**

Key IVR is an industry leading SaaS business, already a market leader in the UK, with the potential to dominate the customer payment solutions and IVR services technology space internationally. To underpin planned, massive, growth, the company is seeking to appoint a number of high calibre individuals right now across a number of, mainly already existing, roles.

Job Posted: October 2018

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