



We're looking for a **Customer Success Executive – Internal Sales** to join our Commercial team based at our Leyland Head Office.

Do you have sales experience, are great on the phone and fantastic at quickly building relationships and gathering information? Then you could be just what we're looking for!

#### **What's the role?**

It's a role which will see you contacting high street pharmacies, talking to existing customers about renewing their contract or the wider product portfolio; or if using a competitor's software identifying the decision maker, extolling the benefits of your solution and booking a demo/appointment for a Customer Success Manager

- Make out- going calls to prospects, creating interest for the products and securing demonstration for sales success managers
- Contact prospects with various campaign information and support mixed marketing initiatives
- Overcome customer objections by mirroring and presenting product options
- Assist sales colleagues by arranging demonstrations with customers
- Populate and manage diaries for sales success managers with appropriate appointment date and time
- Secure relevant expiry dates and other information for nurturing the retention programme
- Manage CRM information on an on-going basis
- Take incoming customer calls and support internal sales as required
- Maintain knowledge of products and services and keep up to date on competitor offerings

#### **And who is our person?**

Ideally you'll have a sales or customer support background, you're great on the phone, are not put off by rejection and can quickly build rapport and relationships with decision makers and gate keepers alike. You're a naturally fluent communicator with strong attention to detail, good multi-tasking and all round IT and CRM skills.

You're driven by success, hungry to achieve targets, goal driven with high energy and self-motivation.

#### **What else do you need to know...**

We're offering a competitive salary with a superb range of employee benefits - including matched pension, health cash plan and a well-being allowance.

You'll be joining our friendly, supportive and focused team working in modern, open plan offices with breakout spaces and a great eating/relaxing area. Our team enjoy a variety of work-related events as well as regular social activities in and out of the office.

We promote a culture where everyone pulls together; we're really passionate about the solutions we deliver and the impact they have on healthcare services all across the UK.

Full time 35hrs/week Mon-Fri, office based  
c. £20k, plus £20k OTE bonus, and our excellent benefits package

If this is just the role you've been looking for, please [apply now](#) with an up to date CV, thank you.  
(Please note: sponsorship is not being offered, so you do require full right to work for the UK before applying)