

Sales Agent

Basic £22,000 - £27,000

£45,000 OTE

Mazuma is a leading provider of cloud-based accounting software and services. Our innovative technology streamlines accounting processes, providing businesses with the insights they need to make informed decisions. We are committed to helping small and micro businesses succeed and grow through our technology and expert accounting services.

We are looking for a motivated and experienced omni-channel sales agent to join our team. The ideal candidate will have a passion for technology and a track record of success in sales. As an omni-channel sales agent, you will be responsible for driving sales and engagement through a variety of channels, including phone, email, chat, and virtual meetings. You will be a key player in growing our customer base and ensuring the success of our business.

Responsibilities:

- Identify and qualify potential new customers through outbound sales activities.
- Manage a high volume of inbound and outbound sales calls, emails, and chats.
- Respond to prospect enquiries and provide solutions to meet their needs.
- Collaborate with other departments, such as marketing and customer support, to ensure a seamless customer experience.
- Meet and exceed monthly and quarterly sales targets.

Requirements:

- Experience in sales, with a focus on selling technology products and services, or subscription-based services.
- Proven track record of meeting and exceeding sales targets.
- Excellent communication and interpersonal skills.
- Ability to quickly build rapport with customers and understand their needs.
- Strong problem-solving skills and ability to think outside the box.
- Self-motivated and results-driven, with a positive and enthusiastic attitude.
- Knowledge of cloud-based accounting software and services is a plus.
- Good written English skills
- A willingness to learn

We offer a competitive salary and benefits package, as well as opportunities for growth and advancement within the company. If you are a driven and enthusiastic sales professional with a passion for small businesses and technology, we encourage you to apply today!

Rewards and Benefits

- £45,000 OTE salary per annum
- Pension contributions
- 23 days holiday a year plus bank holidays
- Flexible modern working practices
- Hybrid working
- Incentives and bonus
- Uncapped commission structure

If you are interested in this position, please send your CV along to Charlotte Haywood on chaywood@mazumamoney.co.uk.