

Client Development Executive - Broking

ROLE PURPOSE

The Instant Group is looking for a Client Development Executive to join our online sales team. This role will suit driven, tenacious individuals that possess a desire to exceed and thrives in a telesales environment. You will be accountable for ensuring you achieve personal sales targets monthly and need to be a strong team player and self-starter.

We're looking for people with an entrepreneurial flair who enjoy working in a fast paced yet rewarding environment and is motivated to complete sales and by excellent customer service.

KEY RESPONSIBILITIES

- Responsible for out bound call activity to both cold and warm clients to generate flexible office requirements.
- Responsible for hitting daily activity KPIs, including call and key conversion metrics.
- Develop business in line with company objectives and monthly targets
- Planning time effectively to prioritize development of target sales

BACKGROUND AND EXPERIENCE

- We are looking for someone who has a proven track record of strong individual sales with a passion for excellent customer service
- Experience in managing and delivering KPIs in line with company objectives
- A candidate with proven outbound business development experience within a B2B environment.
- Experience in a high outbound sales environment is preferable.

KEY SKILLS AND COMPETENCIES

This role involves having the following key skills and competencies, namely:

- Thrives in a fast paced, competitive atmosphere Strong individual with passion for selling and customer service
- Proven sales background and evidence of business to business selling Self-motivated and driven
- Business focused Questioning and challenging of what has come before A can do mentality Individual who can 'think' and 'do' – and isn't precious about getting his/her hands dirty
- Team player who can work on own initiative
- Ability to work at all levels/communicate at all levels Excellent negotiation skills and presentation skills

Working at Instant

About The Instant Group

Whether it's market volatility, AI, digital connectivity or the rise of the millennial, we are seeing fundamental changes in how and where we work. **These changes are accelerating.**

We are a workspace innovation company that enables our clients to navigate continual disruption with continual transformation. Our flexible workspace solutions inject enterprise agility, strengthen brands, attract talent, nurture collaboration, reduce cost and drive EBIT performance.

This moves beyond 'workspace as a service' to workspace as a platform for growth, creating unique environments where people, place and performance converge. The Instant Group is **Rethinking Workspace.**

Established in 1999, The Instant Group has achieved 23% compound growth over the past 4 years and continues to expand with private equity funding from MML Capital in 2012. It has offices around the world including London, Berlin, New York, Hong Kong and Sydney and employs more than 150 staff.

A business is only as good as its people

It's not all noses to the grind-stone though; Instant is a fun and dynamic place to work, where colleagues support one another and where the next social event is always just round the corner. We have been consistently rated as one of the best small companies to work for by the Sunday Times and are committed to continuing to make Instant a great place to build a career.

Instant is a values-driven organisation. We adopt and live by our values:

- We are passionately client focussed 24/7, 365
- We operate with integrity and a sense of fun
- We build long term client relationships based on trust
- We question convention with the desire to improve performance
- We collaborate in teams to create solutions that solve client problems
- We strive for excellence in all that we deliver
- We attract and develop the most talented people

We are a fast growing business with an exciting and vibrant atmosphere, where staff are encouraged to think for themselves and are rewarded for contributing to our success.

To support our ambitious growth plans, we want to attract and develop the best people – resourceful, committed individuals with relevant experience and a client-centric mind-set.

The details

We pay market salaries and the right person will be offered a package according to their experience.

You will work 9am to 6pm Monday to Thursday and 9am to 4pm on Fridays.

For more information please contact Alice Mitchell:

alice.mitchell@theinstantgroup.com
+44 20 7298 0616
www.theinstantgroup.com
www.instantoffices.com