Sapphire

The operations partner for recruitment businesses

New Business Executive – Sapphire

At Sapphire, we believe work should be more than just a job. We're a growing, employee-owned business where people are encouraged to get involved, have their say and share in our success.

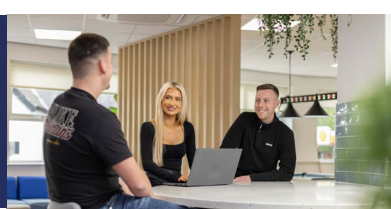
We work hard, support each other and like to have a bit of fun along the way. From regular team get-togethers and incentive trips to our games room and bar, we've created a workplace where people can enjoy coming to work, build great relationships and develop their careers.

Being employee-owned also means that when Sapphire does well, our people can share in that success. It's one of the things that makes working here a little different.

We're always looking for great people to join the team.

Take a look at what you could be part of…

Sapphire, Bramhall House, 14 Ack Lane East,
Bramhall, Stockport, SK7 2BY
wearesapphire.co.uk



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Role title	New Business Executive
Hour of work	Monday - Friday 9:00am - 5:30pm
Salary	£26,000 + Commission (£37k OTE)
The Person	• 'Above and beyond' attitude • Driven • Keen to learn & develop • Takes responsibility • Team player • Contributes with ideas • Thrives in a fast-paced work environment • Effective communicator • Bright with a solid grasp of numeracy (GCSE C minimum) • Money motivated • Strong organisational skills and a desire to help the company grow
Why Sapphire?	• Employee-owned company • A world class 3-star Best Company to work for • Minimum of 34 days holiday (rising with service), including your birthday off • Monthly team get-togethers • Electric Vehicle salary sacrifice scheme • A range of company incentive targets • Incentive trips - previously Las Vegas, Barcelona, New York and more • Clear career progression - 60% of senior managers have progressed from entry level roles • A brand-new office with a games room, bar and flexible working space • Fresh fruit and smoothies • Employee healthcare membership

Sapphire

Main areas of responsibility	
Vacancy description	This is an exciting role in an Employee-Owned Payroll and Accountancy business based in Bramhall which plans to grow its client base significantly over the next 12 months.
Principle Responsibilities	• Outbound sales, converting warm leads to business • Calling leads within the agreed SLAs • Technical payslip explanations • Ensure a world-class first impression for all contractors to maintain our industry leading reputation • Be aware of, and adhere to, any relevant compliance criteria • Convert 80%+ of umbrella, CIS, deemed payment and PEO referrals • Proactively chasing e-forms to ensure contractors sign promptly • Identifying and taking cross-selling opportunities for Sapphire's accountancy and third-party partner services (such as mortgages and IFAs) • Communicate effectively with recruitment agency partners and account managers • International referrals • Communicate effectively with team and cross-departmentally. • Contribute to team strategy • Get involved with and contribute to regular team meetings
Recruitment process	There will be a 2-hour face-to-face interview process, preceded by a 15-minute Teams interview: 1. Numeracy exercise (15 mins) 2. Q&A (45 mins) A personality profiling questionnaire may be conducted on successful candidates at the end of the Q&A's