

United Kingdom Jobs Expertini®

Mid-Market District Manager (New Business Sales)

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Company: ADP

Location: United Kingdom

Category: other-general

ADP are a global NASDAQ listed organisation, providing cloud-based Human Capital Management (HCM) solutions that unite HR, payroll, talent, time, tax and benefits administration, and a leader in business outsourcing services, analytics and compliance expertise. Our unmatched experience, deep insights, and cutting-edge technology have transformed human resources from a back-office administrative function to a strategic business advantage.

AWARDS AND RECOGNITION

Named a Leader in payroll business process outsourcing (BPO) services by Gartner. NelsonHall, a global BPO analyst firm, has named ADP as a Leader in Payroll Services. ADP is named on the Black Enterprise 50 Best Companies for Diversity list. Top-ranked company in Financial Data Services in FORTUNE® magazine's The World's Most Admired Companies®. Top 25 for Comparably's Happiest and Most Fulfilled Employees. 100 Best Companies for Working Mothers. Top Company for Women Technologists.

Mid-Market District Manager

The sales responsibility of this role is for ADP's UK Payroll and HR solutions. The role involves new sales to new customers with 300 to 1000 employees. Sales cycles are of a 3-5 month period and Customer negotiation is likely to be with up to 3/4 people, depending on the organisation and structure of the prospect. The number of contracts necessary may vary depending upon product or service, and average order value is circa £20,000 - £50,000 of year 1 revenue, but can be much larger.

Key Duties / Tasks: Create your own business plan within the overall team framework. Identify prospects and define contact programme within set parameters. Arrange prospect appointments and undertake virtual and in-person meetings / demos. Identify and, where possible, influence prospect needs. Work with pre sales when necessary to develop

solutions to fit prospect needs Present response to meet prospect needs with existing product service solution Maintain chosen ADP data base management tool and adhere to the current defined sales processes

Education and Experience: Minimum 5 years sales experience of a service-based offering (process and solution) -- technology, or HR related At least 2 years of field sales experience - with a full UK Driving licence Experience of self-generating net new business opportunities from a variety of channels, and driving the sales cycle to close with a structured approach A background of carrying and achieving / exceeding annual net new business annual quotas excess of £3-400k Track record of managing complex sales cycles and closing deals (£20k plus of annual revenue) with mid-market companies with over 300 employees Ideally you will have experience selling multi country products A minimum A level education with a preferred degree level qualification or equivalent

What We Offer: Highly competitive salary and compensation plan Realistic targets - we like to see our associates overachieving Excellent support teams. We offer Sales Development Representatives and Marketing support to help generate leads. Then there's a full pre-sales team who are there to support you with everything from client assessments, recommendation documentation and software demonstrations Leading sales tools and infrastructure, with constant investment in this, to help minimise un-necessary admin for the sales team The backing of a leading global brand behind you Coaching and mentoring to help you progress your sales career from day one Opportunity to qualify for our annual Presidents Club, quarterly incentives Home based contract Flexible benefits program to include; 23 days holiday (increasing to 25 after 2 years, you can also buy and sell up to 5 days each year), private medical care, excellent pension scheme, subsidized gyms, car allowance etc) If this sounds like you and what you're looking for, or if you'd like to learn more, then please do get in touch!

Mid Market Sales, Business Development Manager, New Business Sales, Business Development, New Business, Software as a Service, SaaS, Payroll, Human Resources, HR, Human Capital Management, HCM, Cloud Software

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