



Self-employed Business Development Manager

Nationwide

Commission only

Before taking on the challenge of becoming a Business Development Manager for UTP Merchant Services, it is natural to have many questions about the role. At UTP we pride ourselves on transparency and making life simple

UTP Merchant Services Ltd was established in April 2013 and has quickly grown to be one of the UK's largest providers of card terminals and merchant services. Our credit card machines are trusted by thousands of UK retail businesses because of our speed, simplicity, and security.

What we offer our customers:

We offer a wide range of market leading credit and debit card payment solutions, such as fixed countertop, portable/ mobile credit card machines. We also offer virtual terminals and eCommerce solutions to our customers for over the phone and online payments, we work in partnership with one of the UK's largest financial institutions and we are officially licensed by MasterCard International and Visa Europe.

Why choose UTP Merchant Services Ltd?

UTP is known for its integrity, exceptional customer service and innovation. We supply Ingenico card machines which are trusted by some of the world's largest retailers and we are partnered with Barclaycard, and thus has the backing of a household name. As UTP operate across the UK and the Republic of Ireland we do not have restriction on any agent's location. We offer industry leading commission, combined with a fantastic support network which will enable you to grow and succeed as a UTP partner working with you to grow and succeed. We continually update the products we offer to ensure we are always one step ahead.

The role:

Business Development Managers are responsible for proactively generating new business for the company.

You must identify potential new business opportunities and build long-term relationships.

As this is a self-employed role, we do not offer a basic salary, but we do provide one of the most competitive commission schemes in the industry.

There is no set location which allows you to base yourself anywhere in the UK or Republic of Ireland, whether that is your local area or further afield. UTP does not set the hours of work and as this is a self-employed role the working hours are controlled and managed by you.



There are no start-up costs, all our training and support is free.

What does UTP look for from a BDM?

- Experience within the card payment industry is advantageous, but not necessary
- Experience as a Business Development Manager or field sales role
- As this is a commission only role, the ideal candidate will be target driven and highly motivated
- A self-starter with the initiative to generate new business and manage their own time
- Excellent communication and people skills

How is training provided?

UTP is all about catering for BDMs and valuing your time. We have found that having to take time out of your week to travel for training is not always convenient, so therefore all of our training is provided by our Inhouse Training Manager via Skype/ online sessions.

How is commission paid?

UTP Merchant Services pays all commission directly to your bank account. Upon terminal activation an invoice is generated for you to confirm all information and commission is correct. If your invoice is agreed and returned to our Finance department before 4pm you will receive this payment in your bank account on the same day.

Average income for a BDM?

Our Business Development Managers who are working full time are making in excess of £10k a month (well in excess of £100k per year) while part time Business Development Managers are making between £3k – £6k per month.

Can I be a BDM with UTP along with my existing commitments?

Yes, UTP does not require a fixed number of hours per week which allows you to work around your existing commitments. This is also a great role if you have an existing customer portfolio and you are looking to maximise opportunities within it.

Next steps:

Our Internal recruitment team: will support and guide you through the recruitment and on-boarding process and provide aftercare if you have any further questions.

Our Inhouse Training Manager: will provide all your initial training and will continue to be available to refresh and update your skills as new products are released.

The Nationals Sales Managers: are always available to answer any questions you may have about your role or business-related issues.



Our Presales team: is here to provide assistance on completion of your training with anything from introduction to point of sale which would include electronic application form, pricing, statement comparison.

Our Boarding Team: who will process your application and provide you with regular updates and answer any questions that arise.

Our Logistics team: on approval as we stock our own terminals, we are able to load customer details and dispatch same day for next working day delivery.

Our Helpdesk: is a dedicated and highly trained support team ready to resolve any issues you or our customers may experience.

To discuss this opportunity further please contact our recruitment team by emailing recruitment@utpgroup.co.uk