



Telesales Executive

Location: Manchester

£25,000 basic plus uncapped commission

Hours: Full Time (basic hours are 09:00 am to 17:30 pm) Monday to Friday

UTP Merchant Services is a fast-growing company within the financial services industry, providing a range of leading credit and debit card payment solutions to businesses within the UK.

We are looking for an enthusiastic Telesales Executive to cultivate new business by outbound calling.

The Company:

UTP Merchant Services Limited (www.utpgroup.co.uk) and its sister company Faster Processing Limited (www.fasterprocessing.com) are two of the fastest growing, innovative fintech organisations in the UK. Through a mixture of innovation and a focus on delivering outstanding customer service, we are committed to providing our customer base with market leading credit and debit card processing solutions.

With a customer base of over 20,000 customers, approximately £3 billion is processed across UTP's estate of credit card machines each year with many hundreds of new customers being added on a monthly basis.

Essential skills:

- Proven sales experience within a target driven environment
- Ability to organise, prioritise and manage workflow ensuring financial sales objectives are delivered /achieved
- Demonstrate the ability to consistently work towards and exceed expectations/targets
- Self-starter, target driven and highly motivated
- Confident to make outbound calls to new and potential customer leads, to drive sales and maximise business opportunities.
- Adaptable and versatile approach to a fast-paced role
- Sales orientated

Responsibilities:

- ▪ Generating appointments for field sales team through outbound calling
- ▪ Diary management
- ▪ Updating the CRM



- Meeting and exceeding appointment and sales targets

At UTP we recognise that our employees are our greatest asset and we like to reward your hard work with benefits that we think you will love!

Our aim is to continually support you in work, but out of work too...

Here is a glimpse at what's on offer:

For your Pocket:

- Enhanced pension contributions
- Discounts & Freebies on food / drink / tech / gadgets / entertainment and much more!
- Free eye tests with Specsavers

For fun:

- Last Friday of the month – drinks on us!
- Quarterly team building event
- Annual awards ceremony
- Friday breakfast
- Day off on your Birthday!

For your Wellbeing (Mind, Body & Soul) something for everyone:

- Access to our Employee Assistance Programme (offering confidential support and guidance)
- Access to our online workout platforms (HIIT)
- Access to our meditation, hypnosis and yoga platforms

For your continued Development

- Access to our online learning platform

Due to the nature of our business all prospective employment offers will be subject to a satisfactory disclosure from the Criminal Records Bureau in accordance with the Rehabilitation of Offenders Act 1974 and the Police Act 1997.

If you would like to be part of a company that offers real rewards for your effort, please email your CV to recruitment@utpgroup.co.uk