



Position: Accounts Manager
Status: Permanent
Salary: £23,000 + Commission (OTE £30,000)
Hours: Monday – Friday, 9:00 – 17:30
Based: Hastings

Our company:

UTP is one of the fastest growing merchant services in the UK. We provide card machines for small and medium businesses around the country. We are pioneers in security and providing convenient payment methods for our customers.

Our employees are at the heart of what we do. We train each staff member to the highest standard, providing help and guidance at all times.

The role:

In this job role you will be liaising with new and existing customers, dealing with onboarding, renewals and retentions. You will use our unique selling points and competitive prices to onboard new customers to UTP. Alongside new businesses, you will also be liaising with existing customers. These customers will likely be coming to the end of their agreement, and maybe looking to leave us. It will be your job role to offer further products, services and ensure they remain a customer. To be successful in this role you need to be resilient, have strong problem-solving skills and enjoy talking to people.

Daily responsibilities:

- Renew existing customers and offer support.
- Liase with current clients to ensure they are happy with our services.
- Provide solutions to existing businesses to retain business.
- Quote potential new clients to generate new business for UTP.

Skills/attributes:

- Excellent relationship building skills.
- Strong planning and organisation skills
- The ability to think on your feet and solve problems when they arise.
- Good knowledge of Microsoft Office
- Positive attitude and remains calm under pressure

Benefits:

- Commission Pay
- Performance bonus
- 21 days of holiday
- Your birthday off (paid)
- Company events
- Company pension
- Health and wellbeing programme
- Referral programme
- Free eye test and payment contribution towards glasses at Specsavers.
- Access to PERKBOX and monthly credit added to your account.
- Dress down Friday

We take pride in our employees being a team of diverse and inclusive individuals. Every employee is considered equal to opportunities and progression. We strive to create an environment where everyone feels valued and respected.

