

## Sales Consultant – self employed – Job Specification

### Role Description

**GovGrant** are looking for experienced professionals who have a solid network and can build a portfolio of business from their own connections.

Our products are most relevant to companies who are innovating, developing new products and continually improving their processes or products.

Industries can range from manufacturing, engineering, software and technology, AI, robotics, green energy, fintech, insuretech, MedTech.

This is a flexible sales role that can be a lifestyle role or a full time commitment.

### About Us

**GovGrant** are one of the leading specialists when it comes to helping companies maximise the value of their innovations.

Through Research and Development Tax Credits, Patent Box and Intellectual property services, **GovGrant** works with innovative companies to maximise the benefit they receive through innovation tax incentives.

Even though the market is maturing for R&D, many companies still miss out on vital funding either by underclaiming or not making a claim at all.

### Responsibilities

- Evaluate potential clients needs and provide the right solution
- Be a solid dealmaker and close opportunities in a timely manner
- Strong negotiator
- Continue to develop the relationship with clients
- Meet agreed targets
- Report and provide feedback to management
- Track opportunities in CRM and maintain diary

### Candidate requirements

- Demonstrable network that can be monetarised
- Proven track record in sales
- Familiarity with different sales techniques and pipeline management
- Strong communication, negotiation and interpersonal skills
- Self motivated and driven

### Company Values

- Collaborate with the team to drive performance
- Communicate clearly, openly and honestly
- Treat colleagues, clients & external stakeholders with respect and courtesy at all times.
- Adhere to policy and procedures

### Remuneration

- 20% on new sales
- 10% on repeat sales
- OTE up to £80k

We are an equal opportunities employer. We invite applicants to contact us and identify any additional support needs required during the recruitment process.