

Sales Agents – 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.

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.

Contract responsibilities

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

Service 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

GovGrant values

We require all Consultants to:

- 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 to the policy and procedures of **GovGrant**

Remuneration

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