



Be part of something amazing...

Our why, our vision: Creating better futures for our children through innovative people solutions.

Who are we – our DNA

We are education people specialists that provide **impactful products and services** to help you manage your people and deliver the best outcomes for children.

Our Heartbeat – what makes us tick

Our clients tell us that **'we just get it'**. We are quite unconventional compared with traditional HR service providers; we exist to help our customers to drive impactful school improvement through a range of intervention tools and techniques. Our people advice and people software are outcome and results driven - **we always put children's education and futures at the heart of our solutions.**

Where we came from – our pedigree

Our team have a vast depth of knowledge in school business management and education HR. That's our pedigree... In fact, our Managing Director worked as a School Business Manager/Consultant for 7 years before setting up Fusion HR in 2011.

Our team of Directors also share the long standing experience and enjoyment of working with those in education. With HR experience as Business Managers and key HR service partners.

Our Group – bringing everything under one roof!

We have been around for a while, and now support over 1000 schools and 100 MATs, we have fused both our services and software products under one group name (FEPS) – Fusion Education People Solutions – providing the full wrap around, end to end solution for all schools and trusts.



Be part of our journey

About the role:

Sales Development Representative

Location – Cedar Court Office Park, Denby Dale Road, Wakefield WF4 3FU

Working Hours – Monday to Friday 08:30-16:30
(37.5 hours per week)

Hybrid (office 3 days/2 days home working)

Salary - £28,000 (OTE £40,000)

Why this job exists?

We're looking for a sales expert who will focus on generating new business opportunities by identifying, contacting and qualifying potential customers in schools and MATs across the country.

Working with our great sales team, you will develop effective strategies for generating leads and achieving quarterly and annual targets.

This is an excellent opportunity for someone wanting to progress their career with a company that provides excellent training and promotes from within.

What will you do day to day?

- Identifying potential customers, reaching out to them and generating new business opportunities for FEPS
- Setting up appointments for product demonstrations and presentations to showcase our products to potential customers
- Following up on leads
- Working collaboratively with the sales team to develop strategies for reaching sales targets (we meet regularly and there's always food involved!)
- Using CRM software to manage leads and sales activities – we use Salesforce
- Staying up to date on market trends, competition and industry developments
- Attending network events and trade shows to build those all important relationships
- Providing regular reports on sales activities to the Sales & Marketing Director

Qualifications:

- Degree in Sales, Business or other related field (or clear, evidence based experience within sales)
- GCSEs in English & Maths Grade C or above (or equivalent)

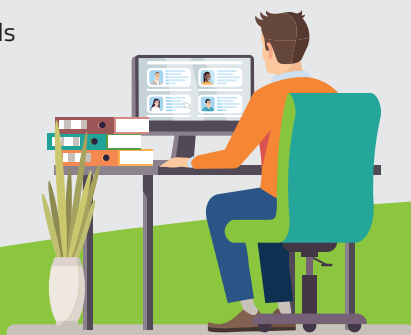
Required skills and knowledge for the role:

- Excellent communication and interpersonal skills (you'll love a good chat!)
- Proven experience in sales development or a similar role. Within the Education arena is a winner, but not a dealbreaker
- Strong customer service skills
- The ability to understand customer needs and be able to articulate our product benefits (you'll get full training on our amazing products and you'll love them so you'll find it easy to talk about!)
- Good time-management and problem-solving skills
- Tip top negotiation skills

About You:

In addition we ask all our colleagues to contribute through the way they behave, think and feel by demonstrating the following:

- A really enthusiastic team player
- Self-motivated to drive those leads
- Loves a results-driven approach to work
- Able to work under pressure
- Sets high standards and drives towards delivering them



Why join us?

There are many benefits on offer for all roles including:

- 24 days annual leave plus 8 bank holidays
- your birthday off work
- free fresh fruit and snacks delivered weekly
- barista coffee
- free on site parking
- career pathway
- Employee Assistance Programme
- parental leave
- BUPA Healthcare Cashback Plan
- enhanced maternity scheme
- Pension scheme
- summer & winter social events
- flu vaccine
- holiday purchase scheme
- time off for those special events: graduations, nativities & school plays
- volunteering days

You will be working with a variety of people, with different experiences and skills. However, we are also parents, dog owners, gig goers, cyclists, gym bunnies, bloggers and festival goers too. Our team song is 'Don't stop believing'.

We partner to bring a high level of educational HR support. We are driven to deliver everything we do through our values:

Honest and Trustworthy: We trust in ourselves, the relationships we have with others. We build and nurture open, honest relationships across the whole group of companies within Fusion Education People Solutions and with our amazing customers.

Approachable: We make time for others; welcome conversation, and offer a consistent level of engagement which is welcoming and positive. We want to be recognised for being kind and considerate with each other and our customers.

Caring: We have each others back, and offer support without hesitation. Our caring creates an environment of respect, trust, compassion, laughter and therefore a happier place to work.

Robust: We maintain performance in the face of adversity and challenge. We demonstrate high energy across everything we do. We will sometimes struggle and may even fail, some we will win and some we will lose. We will pick each other back up and go on together.

Creativity: We think outside given boundaries in search of better ways. We will be curious, passionate and driven to seek better solutions for ourselves and our customers.

Flexible: We look beyond the obvious to uncover different approaches to get the job done. We are ready to change and adapt, we believe a little disruption will inspire us to improve.

Passionate and Driven: We have a lot of fun doing what we do and our passion keeps us excited about our innovation and future destinations. Always focusing on creating better futures for our children.

Your wellbeing and welfare matter to us:

Body, mind and soul: We want our colleagues to enjoy their time with us, that includes having a balanced mental state, and healthy body and a contented mindset.

Diversity matters...

The company is committed to encouraging equality, diversity and inclusion among our workforce, and eliminating unlawful discrimination.

The aim is for our colleagues to be truly representative of all sections of society and our clients, and for each colleague to feel respected and able to give their best.

...and finally...

Get in touch by emailing: Recruitment@feps.co.uk



Fusion Education
People Solutions

Part of FEPS group - Education HR specialists