

A man and a woman are jogging together on a paved path in a park. The woman is on the left, wearing a light blue athletic top and leggings, with her hair in braids. The man is on the right, wearing a dark blue t-shirt and shorts, with blue headphones around his neck. They are both smiling and looking towards each other. The background is filled with lush green trees and a classic black lamppost stands to the right. The scene is brightly lit, suggesting a sunny day.

impellus

BUSINESS PERFORMANCE TRAINING

**A career in professional sales  
with Impellus**

# About Impellus

Impellus is an ambitious company based in the city of St Albans which provides learning and development services to the leaders, managers and key individuals of its customer organisations.

Established in 2009 we've worked with over 9,000 organisations from the private, public and not-for-profit sectors – dozens of them being household names. We give them the ability to deliver their goals and strategies, and many have worked with us for years.

We live by our values – Relationships, Responsibility and Results – so to represent and sell our services you will need to espouse those values and want to fulfil your potential in an environment where you can make a difference.



"We've created a professional sales environment at Impellus where your hard work is recognised by your colleagues, rewarded monthly in your pay and where your development is the subject of consistent investment."

"We know that intelligent, focused sales people who are able to listen and present well to our customers are the lifeblood of our company. They're critical to our customers' success as well as the growth of our own business. Recruiting ambitious people who want to capitalise on their capabilities today and grow into senior roles or management in the future is a key organisational focus."

**Jon Dean - Managing Director**



## OUR VALUES



### RELATIONSHIPS

Build professional and respectful relationships.  
Deliver on your promises.  
Be consistent and manage expectations.  
Be collaborative, inclusive and supportive.  
Listen to others and seek to understand their perspective.



### RESPONSIBILITY

Deliver each task with a clear sense of quality, passion and integrity.  
Be accountable for your mistakes and learn from them.  
Suggest or implement solutions to problems.  
Share responsibility for team success.  
Adopt the right work processes and communication channels.



### RESULTS

Define clear measures for success and consistently deliver against these.  
Strive for excellence.  
Support others to achieve their own great results.  
Look ahead and rise to meet future challenges.  
Recognise and celebrate achievements.



# Why choose a role within sales?

**Are you someone that thrives in a fast-paced environment? Would you find it interesting dealing with a variety of buyer types? We're looking for the right candidate that has the skill, ambition, commercial acumen and an appetite to continuously learn.**

Developing a career in professional sales is fulfilling, enjoyable and financially rewarding. It is challenging, keeping you engaged and enthusiastic for the task at hand. It encourages you to be a problem solver and therefore can be heavily rewarding on a personal career development level.

At Impellus we recognise that the success of our organisation is driven by the quality of our sales team and their ability to win and close business deals in a professional manner. It's why we seek out and develop talented individuals who want to build successful careers and invest in them.



## What we're looking for

- A professional and commercial outlook.
- A commercially relevant degree and/or previous experience in professional sales.
- The ability to engage skilfully with customers and team members.
- The aptitude to work to a range of KPIs including sales targets.
- A desire to develop new skills and further your career.
- Driven and highly motivated with a positive attitude.
- Personable and a team player.

# Available roles

## New Business Sales Executive

This is the perfect role for well-skilled and articulate sales executives who are driven and want to use their endeavours to win new business from a variety of sources and build a base of maintained customers that can continuously provide a commission. The role involves professionally qualifying and converting prospects into new customers as well as finding partnership opportunities. You will be paid a commission on your own sales, including bonuses for sales from self-generated leads, as well as a 'lifetime commission' on the base you build.

### What to expect within the role:

- Speaking with senior decision-makers.
- Building a personable rapport with new and existing customers.
- Qualifying organisational learning and development needs.
- Presenting solutions and demonstrating the returns on investment.
- Being part of a dedicated and focused team.
- Working to targets.

## Learning and Development Partner

This is a strategically important relationship sales role where achieving targets is done by delivering value and knowledge to existing customers. As an Impellus L&D Partner you ensure that new customers receive the best onboarding experience, make the most of their training with us, and are fully aware of how we can best support their organisational growth. As such this is a varied and exciting role combining excellent customer engagement skills, a knowledge of commercial environments, learning and development, and sales skills. Full training is provided at induction as well as on an ongoing basis.

### What to expect within the role:

- Speaking with senior decision-makers.
- Investigate and problem solve.
- Presenting solutions and advising on the best route of study.
- Find ways to always improve on the customer journey.
- Support and nurture customers.
- Working to targets.

# Growth and rewards



## Career development

Growth in your role as well as clear progression paths, nurturing your career.



## Financial benefits

Excellent salary, uncapped commissions and control over earnings. Ongoing support to develop consistency of earnings.



## Skill building

Comprehensive sales training and further development, equipping you with invaluable life and career skills.



## The environment

- Bright, modern and spacious offices.
- Refreshments provided.
- On-site parking and excellent public transport links.
- Seven-minute walk to the city centre.
- Hybrid working arrangements.
- Regular social events.

# Commercial development and personable support



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