

Sales Advisor



Location: Newcastle-upon-Tyne

Reports to: Head of Sales/Customer Service

Type: Full-time & permanent

Salary: £20,000 p.a.

We recognise that passionate people with talent, drive and enthusiasm are vital to our success. With this in mind, we are looking to recruit ambitious people with the skills and aptitude to join our energetic and entrepreneurial team as we continue our journey to become the leading provider of pre-med student experiences.

What we do

- We provide educational programs to support aspiring doctors, nurses, midwives and physician assistants on their healthcare education journeys through first-hand experience shadowing in working hospitals.
- Student and patient safety is our top priority, and our revered mentoring system partners each student with a professional clinician who is fully accredited through our rigorous Partnership Assessment to ensure constant professional supervision, as well as a very personalised learning experience.
- Our one- to 12-week programs are residential, with students living together in our own purpose-designed and fully-catered guesthouses to create a supportive sociable environment. Our friendly local teams are on hand 24 hours a day, and are passionate about bringing people together for the adventure of a lifetime as part of the Gap Medics family.

Who we are

- We are a small team (currently 21 full-time employees) of talented, hard-working people who are passionate about what we do.
- We currently deliver our programs in the Dominican Republic and Croatia. We also have a sales & customer service office in the Dominican Republic and a sales, customer service & finance office in the UK.
- Our team have experience of arranging over 15,000 hospital placements in more than 10 countries since 2011.
- We believe passionately in our model as an ethical business, operating on transparent commercial principles that give us a strong and truly sustainable foundation from which we can do good.
- We operate with respect to our natural environment and the communities in which we work. By late 2019, we will have cut the use of single-use plastics in all Gap Medics houses to almost zero.
- We are an inclusive and respectful employer, believing that people who work hard and deliver results deserve to be well-rewarded.

The role of Sales Advisor

We're looking for a confident and target driven sales professional to join our small team based in Newcastle City Centre. This is an opportunity to sell a market leading product, represent a company with a global reputation and earn commission on each sale you make.

We're currently experiencing an unprecedented volume of inbound enquiries (warm leads) and so require this role to start as soon as possible.

What you will do

Your main responsibilities will be to:

- Respond to inbound enquiries from our customers in a prompt and professional manner;
- Work to sales targets and convert enquiries into bookings;
- Use our CRM system efficiently and accurately to keep track of all the enquiries you are dealing with;
- Deliver exceptional customer service and give an amazing first impression of our company to potential customers.

Sales Advisor



As with every role across the company, we expect our team to be willing and happy to pitch in when needed so you may be asked to also get involved with some operational elements of the program (such as assisting with customer service) whenever you aren't dealing with enquiries.

What we're looking for

You must have demonstrable experience in hitting sales targets, preferably in a customer facing and/or telesales environment. This role will be perfect for someone with high energy, a proactive approach and a natural flair for sales. You must have a superb level of written and spoken English and have a professional yet friendly telephone manner.

Salary & working hours

The base salary for this role is £20,000 p.a. depending on experience. We also offer a commission system which means you can earn an additional £1000 a month if you achieve target.

This is a full-time position. Most of our customers are from the US so your shifts will be Monday to Friday from 5:30pm to 2:00am to accommodate the US time zones. We can cover travel expenses.

How to apply

Please email recruitment@gapmedics.com with your application letter. Please give details on why you think you are suited to this role, your availability, where you saw the vacancy and a copy of your C.V.

If you have any questions about the role, please contact Rachel Plummer on +44 191 603 1111.

We will be reviewing applications as we receive them and so encourage you to apply as soon as you can.