



Trainee Business Development Executive

Established for over 26 years, First Byte Micro Ltd is a successful Franchised and Independent stocking distributor based in Billericay Essex. We specialise in the supply of electronic components to UK industrial customers supported by our £65M co-operation partner based in Germany. We are looking for a dynamic internal trainee BDE to join our small but experienced UK team.

The Role

Pro-actively seek out new business opportunities using the telephone, email & internet to build long term relationships with customers.

Location: Office in Billericay

Salary: negotiable (plus generous commission + benefits)

Responsibilities

- To build and develop a database of potential customers using the internet, social media and industry databases
- To build and manage an account base via telemarketing
- To build long term relationships with your customers with a view to winning regular business
- Working with purchasing & marketing depts. to meet customer requirements

Key Deliverables

- Agreed target of potential customers added to the database on a monthly basis
- Agreed target of outbound calls a day to prospects and key decision makers
- Agreed target of GP revenue in line with realistic targets
- Achieve all KPI's set by your Manager to include call numbers, RFQ's, quotes & orders etc.

The Candidate

- Hungry to succeed in winning new business
- Self-motivated and persistent, able to learn quickly and work under pressure with minimum supervision
- Be able to work on own initiative and have a "can do" positive attitude
- Excellent written and verbal communication skills
- Computer literate

Previous sales experience is an advantage but as training is provided, applicants who can demonstrate a winning attitude will also be welcome.

Please email your CV to Peter Greenslade (Sales Director): pete@firstbytemicro.com