



BUSINESS DEVELOPMENT EXECUTIVE (B2B)

BASED: ALTRINCHAM, CHESHIRE

£20K Basic + Benefits + Performance Bonus UNCAPPED (OTE £40k +)

OFFICE HOURS

Business Hours Monday to Friday 8.30am - 5.30pm

THE COMPANY:

We are a fast growing B2B lead generation provider with a prestigious portfolio of clients based in the North West. We have a very strong service offering and have developed opportunities in the public sector, professional services, business support and IT sector.

We currently have an exciting opportunity for a professional New Sales (hunter) individual to complement a rapidly expanding team and to share in the success of the business.

This role requires a results oriented, hard-working Experience Sales individual with an excellent telephone manner and the determination to succeed. The individual will be targeted on developing sales opportunities (B2B) by making outbound calls and promoting / developing the services offered by the company by way of networking and client visits. This will be supported by marketing activity and internal resource to drive your pipeline. We have an open culture and a flat management structure where creativity and ownership are rewarded.

THE ROLE:

As a new Business Development Manager within this company your key responsibilities will be:

- Identify, win and close new business contracts with SME's in the UK
- Develop and manage healthy business Pipeline of prospective customers
- Attend meetings and sell the services to prospective new customers
- Negotiate fees, close deals and sign contracts with new customers
- Deal with cross- territory sales deals where applicable
- Understand developments within the customers industries and the strategic interests of the customer
- Strong focus on selling to 'C' (director) level senior management decision makers in large companies
- Build up extensive Product knowledge and knowledge of Competitors
- Meet and exceed quarterly and annual personal revenue targets
- Manage and motivate a dedicated telemarketing resource

Who we're looking for

The Business Development Manager will possess

- Strong ability to selling at Senior Level
- Exceptional business and analytical skills
- Credible Networks and Excellent networking skills
- Good presentation and communication skills

- Exposure in lead generation, identifying real sales opportunities, lead presenter at client meetings, putting together detailed proposals, managing client negotiations and closing deals
- Proven and demonstrable record of winning and closing new business sales deals with new no existing clients and meeting yearly targets.

THE CANDIDATE:

Experienced B2B telesales executive with a proven track recording in hitting targets, working to KPIs with a desire to do more

Minimum education requirements: 2 x A Levels or equivalent

- Able to demonstrate strong sales closing achievements
- Excellent communication and negotiation skills
- Highly Presentable Tenacious and driven to exceed expectations
- Excellent English language skills verbally and written
- Business acumen

ON OFFER:

A professional and growing business with genuine career development in sales

A competitive basic salary with excellent earning potential

A modern relaxed professional workplace with an open culture

Job Variety and working on different client campaigns and in different sectors

Exposure to Strategic selling and personal development opportunities.

Direct line to the Managing Director

To find out more or to apply, please forward your CV or contact us

recruitment@reach-communications.co.uk

www.reach-communications.co.uk

T: 01925 661710

