

Business Developer - UK Market

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Company: CentralApp

Location: United Kingdom

Category: other-general

CentralApp is a leader in **online marketing for restaurants** Europe serving over 4.000 restaurants with break-through online tools such as the Smart Website. In the last 12 months our websites have been used by over 18 million people, a 30% increase from the previous year. We partner with industry leaders working with local businesses such as Google, BNP Paribas Fortis, Deliveroo, TheFork or Petit Futé.

CentralApp is setting **ambitious goals for its Business Development activities by targeting to serve 10.000 customers in the coming years**. To help deliver this plan, we are looking for a Business Developer who will focus on developing business in the UK market.

Requirements

The Business Developer for the UK market will be responsible for identifying opportunities, building and maintaining relationships with potential customers, and driving sales growth. This role requires a highly motivated individual with a strong entrepreneurial spirit and a passion for sales.

Key Responsibilities:

Proactively generate new business leads through various channels such as cold calling, emails, and social.

Build and maintain strong relationships with key decision-makers in the UK market.

Understand customer needs and provide effective solutions to drive sales growth.

Collaborate with cross-functional teams to ensure customer satisfaction and successful

implementation of CentralApp's solutions.

Stay updated with industry trends (SEO, Online Marketing) and competitors' activities in the UK market.

Requirements:

Proven experience in business development or sales, preferably in the UK market.

Excellent communication and negotiation skills.

Ability to work independently and in a team.

Self-motivated and results-driven.

Native in English.

Knowledge of the restaurant industry and online marketing is a plus

Benefits

Join a team of entrepreneurs who care about making local businesses successful.

Position compatible with a part-time schedule (20 or 25 hours per week).

Have a real impact on the growth and the evolution of the company.

Work with people who love what they do every day.

Corporate events and dinners.

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