

Business Development Executive

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Company: New Business People Ltd

Location: Borstal

Category: sales-and-related

Job Title: Business Development Executive

Location: Rochester, Kent (Free Parking - office based with occasional WFH))

Salary: Basic £27,000, Bonus up to £5,000

Ref: CVL 5276

DO YOU WANT TO BE PART OF A SMALL TIGHT KNIT TEAM WHERE YOU CAN MAKE A DIFFERENCE...?

Job Description for Business Development Executive:

Our client is a small division of a world wide organisation supplying unique products to mainly the hotel industry. They are offering an opportunity to join their team based close to Rochester where you can really make a difference.

About the Business Development Executive:

* The position is to generate new business and close sales over the phone. Selling to the hospitality sector, mainly hotels.

- * You will be provided with data to call, build relationships and close sales over the phone.

- * There will be the opportunity to conduct online demos.

- * You will have responsibility for creating and managing a pipeline of business.

- * The role is office based with the opportunity to work from home sometimes

Experience & Skills for this role:

- * Candidates should have previous phone based business to business sales experience.

- * You should enjoy working in a small team where everyone contributes towards the success of the company

- * You will be competent at building a strong sales pipeline and good at closing sales over the phone

- * Ideally you will have experience of the hotel and catering industry but this isn't essential as full training will be given.

Benefits Package:

- * Workplace pension contributions.

- * 20 Days paid annual leave plus bank holidays

- * Free onsite parking

If you have the above experience and would like to be considered for the Business Development Executive role, please APPLY now.

New Business People is an agency who have taken specialism to a new level. We truly are specialists in recruiting for business to business roles within the sales process. This includes Business Development, Internal / Inside Sales, Telemarketing, Telesales, Account Management, Bids & Tenders, Pre-Sales and Team Management / Director level roles.

If you have business to business experience in any of the above and are considering your next career move, we would love to hear from you

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