

United Kingdom Jobs Expertini®

Business Development Executive

[Apply Now](#)

Company: Environment Bank

Location: United Kingdom

Category: other-general

At Environment Bank (EB) we're rewriting the rulebook when it comes to Biodiversity in line with our collective purpose of 'a new plan for the planet'. Our commitment to biodiversity is the beating heart of our business. With significant investments secured, we are revolutionising the industry with action-orientated change, turning our bold plan for the planet into a reality through privately funded landscape-scale nature recovery.

The EB team are a diverse group of talented individuals, who bring different experiences, ideas and much more. Together, we've experienced remarkable growth recently, and the best part... We're just getting started.

We believe that work should be fulfilling, inspiring, and balanced. From wellness programs to flexible arrangements, we've got your back and are committed to creating an environment where you can thrive both personally and professionally. So, if you're ready to be part of a driven organisation that's making a real difference in the world, join us at Environment Bank

About the role

As a Business Development Executive, you will play a crucial role in driving the sales of biodiversity units, thereby contributing to the company's growth and sustainability goals.

Your primary purpose is to facilitate the smooth journey of customers through our process, from initial contact to the signing of agreements and the sale of units.

By providing exceptional customer service and leveraging your sales acumen you will forge strong relationships with clients, manage multiple accounts efficiently, and collaborate closely with the sales team to achieve targeted sales objectives. Additionally, you will

assist in maintaining a comprehensive understanding of our business offerings and ensure the CRM system is updated to facilitate streamlined operations.

Serve as the main point of contact for customers, guiding them through the sales process and ensuring a seamless experience from initiation to closure.

Manage multiple customers concurrently, prioritising tasks effectively to meet deadlines and sales targets.

Deliver excellent customer service by promptly addressing client inquiries, concerns, and needs, fostering long-term relationships.

Collaborate with internal stakeholders to ensure consistent and high-quality service delivery across accounts.

Proactively respond to general inquiries and follow-ups, demonstrating proactive engagement and responsiveness.

Support marketing efforts by assisting with callouts and follow-ups from events and webinars, contributing to lead generation initiatives.

Develop a deep understanding of our business and service offerings, aligning closely with the sales team to effectively promote and sell biodiversity units.

Maintain accurate and up-to-date records in the CRM system, ensuring data integrity and facilitating efficient workflow processes.

Work towards achieving individual and team sales targets, consistently striving for excellence in performance.

Undertake any additional duties as required by the line manager, demonstrating flexibility and adaptability in a dynamic work environment.

Requirements

Proficiency in Microsoft Office applications.

Prior experience in a sales or customer service role, with a demonstrated track record of achieving targets and delivering exceptional service.

Experience of working with developers (in construction and building) is advantageous, although not essential, as specific technical training will be provided.

Ability to effectively multitask and manage concurrent projects, with strong organisational skills and attention to detail.

Excellent written and verbal communication skills, with the ability to engage effectively with diverse stakeholders.

Strong team player with the capacity to collaborate effectively within a dynamic team environment.

Benefits

Remote working

Competitive salary

Working from home allowance

Investment in your development

Quarterly EB meet ups

Interesting and challenging work

[Apply Now](#)

Cross References and Citations:

1. Business Development Executive Appdeveloperjobs Jobs United Kingdom

Appdeveloperjobs ↗

2. Business Development Executive Bluecollarjobs Jobs United Kingdom

Bluecollarjobs ↗

3. Business Development Executive Jobsearchnews Jobs United Kingdom

Jobsearchnews ↗

4. Business Development Executive Teacherjobs Jobs United KingdomTeacherjobs ↗

5. Business Development Executive MaintenancejobsJobs United Kingdom

Maintenancejobs ↗

6. Business Development Executive Interiordesignjobs Jobs United Kingdom
Interiordesignjobs ↗
7. Business Development Executive KenyajobsJobs United KingdomKenyajobs ↗
8. Business Development Executive Findfreelancerjobs Jobs United Kingdom
Findfreelancerjobs ↗
9. Business Development Executive Socialmediajobopportunities Jobs United
Kingdom Socialmediajobopportunities ↗
10. Business Development Executive KuwaitjobstodayJobs United Kingdom
Kuwaitjobstoday ↗
11. Business Development Executive MedicaljobsnearmeJobs United Kingdom
Medicaljobsnearme ↗
12. Business Development Executive Gurujobs Jobs United KingdomGurujobs ↗
13. Business Development Executive Johannesburgjobs Jobs United Kingdom
Johannesburgjobs ↗
14. Business Development Executive Expertinireview Jobs United Kingdom
Expertinireview ↗
15. Business Development Executive Gigajob Jobs United KingdomGigajob ↗
16. Business Development Executive Baghadjobs Jobs United KingdomBaghadjobs ↗
17. Business Development Executive Agriculturejobs Jobs United Kingdom
Agriculturejobs ↗
18. Business Development Executive Singaporejobs Jobs United Kingdom
Singaporejobs ↗
19. Business development executive Jobs United kingdom ↗
20. AMP Version of Business development executive ↗
21. Business development executive United kingdom Jobs ↗
22. Business development executive JobsUnited kingdom ↗
23. Business development executive Job Search ↗
24. Business development executive Search ↗
25. Business development executive Find Jobs ↗

