

Business Development Manager

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Company: Harper Recruitment

Location: Nottingham

Category: sales-and-related

Business Development Manager

£40,000 basic + Uncapped commission OTE (Circa £65,000 +)

Permanent

Nottingham

Full Time Monday - Friday

Calling all ambitious Business Development Managers and Sales people! Are you looking to work for a market leading business where you can become part of a success story, receive the support to reach your full potential whilst having limitless opportunities to earn significant bonus and commission?

Our established client is a market leader in Business Support Solutions and they are looking for an enthusiastic Sales person to develop their network and increase market share.

What will the role involve?

Booking and attending meetings - 50% Office based 50% off site

Converting leads either self-generated or referrals into qualified appointments

Building a referral network through networking and attending events, conferences and trade fairs

Developing and maintaining meaningful client relationships

Acquiring technical knowledge of products and servicesWho are we looking for?

Previous experience in a similar Business Development role

B2B Experience required

Proven success at hitting and exceeding revenue targets

Open to learning with good general IT skills

Natural rapport building ability both in person, electronically and over the phone

Driven and ambitiousWhat's in it for you?

Uncapped generous commission structure

Realistic and achievable targets

Modern, vibrant office culture

Incentives, rewards and recognition

Career development opportunities

Continued investment in your learning and developmentPLUS MUCH MORE!

If you are a Business Development Manager or have experience in a Sales environment and want to hear more apply NOW! - all industry sectors considered.

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Cross References and Citations:

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