

Business Development Manager

[Apply Now](#)

Company: Kirkland Associates

Location: Nottinghamshire

Category: other-general

Job Description

Our client are an industry leader based in Nottingham, looking for a Business Development Executive to join their team. They sell bespoke software to Global, top tier businesses. This role provides a great opportunity to be part of one of the fastest identified growth sectors.

The successful person will contribute to their growth by achieving sales targets with existing and new clients. They are looking for someone with energy and passion for sales and with the ambition of building a career. Candidates need to have 5 years + experience in a sales role, with a proven success selling B2B new technology/ bespoke software and services solutions (not off-the shelf products).

Basic Salary £35,000 - £50,000 depending on experience + uncapped commission.

Monday to Friday

4 days office based, 1 day working from home.

Business Development Executive – The Role:

Take ownership of performance and develop a clear strategy to meet sales targets.

Obtain sufficient knowledge and understanding of assigned accounts, conduct appropriate research, and segment it in order to plan and execute effective sales activities.

Meet KPI's for client contact, client meetings and sales pipeline.

Generate leads using different channels, including telephone calling, online and face to face meetings, digital marketing and networking.

Record all the activities into the CRM system, prepare reports for all client meetings and regularly submit sales forecasts and sales activity reports.

Direct and create commercial proposals.

Business Development Executive – The Candidate:

Field sales experience using a consultative approach.

Experience of preparing and presenting winning bespoke software and digital solutions.

Energy and passion to generate sales leads using different channels including direct calling, digital marketing and networking.

Effective people skills to build long term client relationships.

Excellent analytical, planning and organisational skills.

A pro-active and creative approach to selling new technology / digital bespoke solutions.

A good level of written and numerical skills and good proficiency with the Microsoft Office suite.

Familiarity with the use of CRM systems for recording sales activities, planning and reporting.

Apply

Save

Apply Save

[Apply Now](#)

Cross References and Citations:

1. **Business Development Manager** [Washingtondcjobs](#) [Jobs Nottinghamshire](#) [Washingtondcjobs](#) ↗
2. **Business Development Manager** [Pinkcollarjobs](#) [Jobs Nottinghamshire](#) [Pinkcollarjobs](#) ↗
3. **Business Development Manager** [Emailjobs](#) [Jobs Nottinghamshire](#) [Emailjobs](#) ↗
4. **Business Development Manager** [Ghanajobs](#) [Jobs Nottinghamshire](#) [Ghanajobs](#) ↗
5. **Business Development Manager** [Hrjobs](#) [Jobs Nottinghamshire](#) [Hrjobs](#) ↗
6. **Business Development Manager** [Pathologistsjobs](#) [Jobs Nottinghamshire](#) [Pathologistsjobs](#) ↗
7. **Business Development Manager** [Anyeventhire](#) [Jobs Nottinghamshire](#) [Anyeventhire](#) ↗
8. **Business Development Manager** [Governmentjobsnearme](#) [Jobs Nottinghamshire](#) [Governmentjobsnearme](#) ↗
9. **Business Development Manager** [Jobsinsaudiarabia](#) [Jobs Nottinghamshire](#) [Jobsinsaudiarabia](#) ↗
10. **Business Development Manager** [Graduatejobsnearme](#) [Jobs Nottinghamshire](#) [Graduatejobsnearme](#) ↗
11. **Business Development Manager** [Warehousejobsnearme](#) [Jobs Nottinghamshire](#) [Warehousejobsnearme](#) ↗
12. **Business Development Manager** [Dohajobs](#) [Jobs Nottinghamshire](#) [Dohajobs](#) ↗
13. **Business Development Manager** [Romejobs](#) [Jobs Nottinghamshire](#) [Romejobs](#) ↗
14. **Business Development Manager** [Ai-ml-jobs](#) [Jobs Nottinghamshire](#) [Ai-ml-jobs](#) ↗
15. **Business Development Manager** [Educareer](#) [Jobs Nottinghamshire](#) [Educareer](#) ↗
16. **Business Development Manager** [Gigajob](#) [Jobs Nottinghamshire](#) [Gigajob](#) ↗
17. **Business Development Manager** [Russiajobs](#) [Jobs Nottinghamshire](#) [Russiajobs](#) ↗
18. **Business Development Manager** [Ridesharingindustryjobs](#) [Jobs Nottinghamshire](#) [Ridesharingindustryjobs](#) ↗
19. **Business development manager** [Jobs Nottinghamshire](#) ↗
20. **AMP Version of Business development manager** ↗
21. **Business development manager** [Nottinghamshire Jobs](#) ↗
22. **Business development manager** [Jobs Nottinghamshire](#) ↗
23. **Business development manager** [Job Search](#) ↗
24. **Business development manager** [Search](#) ↗
25. **Business development manager** [Find Jobs](#) ↗

Source: <https://uk.expertini.com/jobs/job/business-development-manager-nottinghamshire-kirkland-associates-5e9e690cc5/>

Generated on: 2024-05-04 by Expertini.Com