

Business Development Manager – Remote – £60,000 + OTE £90,000

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Company: Coulter Elite Resourcing

Location: United Kingdom

Category: other-general

Business Development Manager

Remote

£60,000 + OTE £90,000

Are you a confident and enthusiastic Business Development Manager looking for a new role with uncapped commission and on target earnings of £90,000 in year 1?

Coulter Elite Resourcing are currently recruiting for a Business Development Manager to work with one of their market leading clients for a remote position.

This Business Development Manager position is suited to individuals who are experienced field sales professionals. You will be confident, money driven with strong business acumen and a great personality.

The ideal candidate will have a proven track record in sales and new business generation.

Full training is provided though those that bring high energy, target focus and a consultative 'value based' selling style will be fast tracked through to interview.

The earning potential here is uncapped with BDM's currently hitting earnings in the region of £300,000. This is life changing money! If you are looking for a field sales role and want to join the best in town this one is for you!

Principle Responsibilities for the Business Development Manager:

Attending sales appointments booked by your Telemarketing partner.

Working with the Head of Seminars to generate a quarterly seminar plan to maximise sales opportunities.

Generating and attending meetings with potential introducers and referral partners.

Self-generating new leads, appointments and referrals through day to day new business activity.

Achieve quarterly sales targets.

Accurately build, manage and maintain your sales pipeline.

Thrive on working in a fast paced, target focussed high energy and high reward culture.

Person Specification for the Business Development Manager:

2 years + track record of B2B field sales

Confident in value based/consultative selling.

Ability to sell to different audiences including Business Owners, Board of Directors and HR Managers.

Chatty, outgoing yet professional personality

Experience within a professional environment

Pro-active and self-motivated attitude towards sales targets

Outgoing personality, with strong organisational skills and a tenacious nature

Professional and intelligent approach to work

Good business acumen, able to manage themselves

An entrepreneurial spirit

This is a full-time permanent Business Development Manager position. Company perks include an award-winning training program, huge earning potential, career progression AND the day off on your birthday!

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4. Business Development Manager – Remote – £60,000 + OTE £90,000 Jobs United Kingdom ↗
5. Business Development Manager – Remote – £60,000 + OTE £90,000 Jobs United Kingdom ↗
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3. Business Development Manager – Remote – £60,000 + OTE £90,000 jobs ↗

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