

Business Development Manager

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Company: Eileen Richards

Location: United Kingdom

Category: other-general

basic + uncapped commission GUARENTEE of £60k min in first 12 months

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Are you an experienced sales professional with a proven track record of hunting new business?

Do you possess a consultative 'value based' sales approach?

Are you looking to work for an established organisation that is growing year on year?

The Company:

ER Recruitment are thrilled to be working with our outstanding national client. They are a dynamic, family run business who are looking to grow their field based Business Development team in order to drive new business opportunities to achieve and exceed targets.

The successful candidate will have a proven track record in sales and new business generation and thrive in a target focused environment.

Role & Responsibilities of 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.

Manage and update information accurately within the CRM system, using customer intelligence for planning your sales meetings.

About You as the Business Development Manager:

Previous experience in a field based B2B sales role using a consultative selling approach.

Driven by your ambition and own results with an entrepreneurial spirit.

Previous experience in self-generating your own sales from scratch.

Resilient, confident, and tenacious with an engaging personality.

Have the confidence and professionalism to liaise with business owners/decision makers.

Additional Benefits:

Guaranteed Year 1 earnings of at least £60,000 with Realistic year 2 earnings of £100,000 uncapped!

All home office equipment along with a Car Allowance or Electric Company Car for your field-based visits.

Great holiday entitlement commencing at 25 days and increasing after years served. You will be able to have your birthday off work as well!

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Cross References and Citations:

1. **Business Development Manager Environmentaljobs Jobs United Kingdom**
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