

United Kingdom Jobs Expertini®

Business Development Manager

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Company: PinLocal

Location: United Kingdom

Category: other-general

Join a very fast-growing internet marketing business as a Sales Executive, working remotely from home from anywhere in the UK. They operate comparison websites in the legal and home-moving sectors, and have enjoyed 15X growth over the past 9 years, making them the market-leaders. You will work within a small but highly motivated team in a busy but fun environment. They are a small internet-based business so you will not simply be a “number” in a large organisation!

THE JOB: You will be involved in business-to-business telemarketing: Making both cold and warm leads; Managing customers in order to maximise the value of each account; Taking inbound phone enquiries from your prospect portfolio; Providing consistently excellent customer-service; Being accountable for hitting monthly sales KPIs & call volumes

The hours are full-time, Monday to Friday, and regular business hours. No weekends or evenings.

KEY SKILLS & EXPERIENCE: Proven track record in outbound telephone sales; Business to business (B2B) telesales experience is highly desirable; Ability to approach and pitch to new prospects; Can respond quickly and overcome objections;

SALARY & BENEFITS: £25,000 base salary + uncapped bonus

Achievable OTE of £60k per annum

One-off incentives, benefits and competitions

23 days holiday + birthday + public holidays

1 day of additional holiday earned per year of service (Up to 28 days)

Private Health Insurance

If you're interested in this role and feel that you have the right attributes to be a success, then please send your CV ASAP! No overseas applicants please; visa applications will not be considered.

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