

## Business Development Manager

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Company: Sales

Location: United Kingdom

Category: other-general

Posted On: 24th April 2024

FIELD BASED ROLE; Are you an Experience Business Development Manager / Executive Looking for a New Exciting Role? This an amazing and potentially life changing opportunity within an industry leader. You're guaranteed £60,000 in your first year and OTE of £110,000 with top earners up to 150k+ and a car allowance of up to £5k/Company Car which currently are Tesla's or other exciting electric/hybrid cars.

Our clients are an award-wining Health and safety, Hr and Employment Law service and have been in business for over 80+ years, supporting Business Owners and Senior Leaders.

An amazing opportunity within a Truely sales lead organisation, which has grown from strength to strength and looking to bring on brilliant individuals with a hunger for success to contribute to that growth.

In terms of your day to day you'll be:

- \* Self-generating new leads, appointments, and referrals through day-to-day new business activity.
- \* Attending and closing your own sales appointments.
- \* Generate and attend meetings with potential introducers and referral partners.
- \* 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.

Ideal Candidate will have:

- \* 4+ years plus track record of selling solutions in a B2B environment (Industry experience NOT

required).

- \* Confident in value based/consultative selling.

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

- \* Experience in a fast-paced environment attending a high volume of weekly meetings.

- \* Previous field-based experience

Alongside the opportunity of working with a prestigious organisation, other benefits include;

- \* 22 Days holiday + your birthday off

- \* Company car or car allowance

- \* Bonus scheme, an additional £6k quarterly bonus incentive is available to all BDMs based on hitting a revenue target and min number of deals.

- \* iPad, iPhone, all the equipment to work in the field.

- \* Quarterly sales conferences

- \* Medicash cash plan

- \* Pension scheme 4% employer contribution, rising to 5% after 5 years and 7% after 7 years.

- \* Enhanced sick pay 1 week for up to 12 months service, then increases to up to 3 weeks.

- \* 24/7 Access to Health at Work

- \* Sales trips abroad, Monaco, Nice, Miami!

- \* Auto enrolment onto the Group Life Insurance scheme

- \* Bupa individual health care cover after 5 yrs. service

- \* Refer a friend scheme, standard scheme is £500 after probationary period. Some Departments will offer enhanced incentives for roles.

- \*Driver's License required\*

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## Cross References and Citations:

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