

## Inbound Business Development Manager

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Company: Keith Prowse

Location: London Area

Category: management

Job Title: Inbound Business Development Manager Job Type: Full-time, Permanent Location: Web Ellis House, Twickenham (4 days, home working 1 day) Salary: £35,000 (OTE – between 70k – 75K) We're seeking a dynamic individual to join us as an Inbound Business Development Manager. In this role, you'll play a crucial part in leveraging our inbound sales database to unlock new opportunities within our existing customer base. Your primary focus will be on cross-selling our diverse Keith Prowse portfolio, ensuring that every lead in our database is meticulously nurtured to maximize sales potential. If you're passionate about driving growth, skilled in relationship-building, and thrive in a results-oriented environment, then this is the perfect opportunity for you. Join us and be instrumental in shaping our sales success story. You'll be: Arranging meetings with contacts in our inbound database, ensuring every sales opportunity is maximized. Independently researching and cultivating leads, fostering profitable relationships beyond our database. Exceeding KPI and revenue targets, contributing to our team's growth and success. Developing key relationships with decision-makers and understanding our unique selling points compared to competitors. Ensuring all sales administration is thorough and databases are up to date. Managing key inbound accounts, focusing on growth and generating new business. Collaborating closely with our Keith Prowse Direct team, working in partnership rather than competition. Building strong relationships with internal stakeholders to provide accurate information to customers. Leveraging your track record of securing significant new business wins to drive growth within existing accounts. Identifying and capitalizing on cross-selling opportunities. Bringing a relentless drive, hunger, and motivation to surpass

targets. Bonus: Knowledge of port operations is desirable. Bringing excellent communication skills, including top-notch telephone etiquette for engaging with senior stakeholders. Being a team player while also thriving on working independently. You'll have:

- Gravitas:** Command respect and lead the team with confidence.
- Sales Performance Mastery:** Experienced in driving and managing sales success.
- Positive Attitude:** Approach challenges with optimism and determination.
- Target-Driven Focus:** Highly motivated to achieve and surpass targets.
- Inspiring Leadership:** Engage and unite the team, knowing how to motivate each member.
- Accurate Forecasting:** Ability to predict future outcomes with precision.
- Active Listening:** Hear and understand the needs of team members and customers alike.
- Growth Catalyst:** Inspire growth and success through strategic planning and attention to detail.
- Initiative:** Take charge and make things happen proactively.
- Relationship Building:** Establish positive connections both internally and externally.
- Outgoing Personality:** Enjoy social interactions and represent the company with professionalism.
- Effective Communication:** Articulate thoughts clearly both verbally and in writing.
- Organizational Skills:** Efficiently manage tasks and coordinate others.
- Proficiency in Tools:** Competent in Microsoft Office, Power BI, Excel, CRM (ideally Microsoft Dynamics), and adept in database management.
- Results Orientation:** Driven to achieve goals and meet deadlines consistently.
- Resilience:** Stay composed and focused even in high-pressure situations.
- Commercial Acumen:** Understand business dynamics and market trends.
- IT Savviness:** Possess strong IT skills for navigating modern work environments.
- Numerical Acumen:** Comfortable with numbers and data analysis.
- Presentation Prowess:** Deliver compelling presentations and reports.

You'll receive:

- Learning and development opportunities for growth within the business and wider Compass Group.
- Free meals twice a week, breakfast items, fresh fruit / tea & coffee.
- Holiday starts at 23 days (+bank holiday rising to 25 days), birthday off on us, plus holiday buy back scheme to purchase up to an additional 10 days of annual leave.
- Access to Medicash private medical insurance individual + up to 4 dependents.
- Aviva Digicare Workplace access for you and spouse - including an annual health check.
- Internal reward and recognition scheme.
- Perks at Work platform with 1000's of discounts - up to 50% off cinema tickets and employee only discounts.
- Corporate gym membership with 30% off monthly price (Virgin Active Twickenham)
- Flexi working allowing you to manage your own hours, alongside hybrid working.
- Bring your dog to work policy.
- Enhanced parental leave policy.
- Relaxed dress code.

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