

Job Description

Position: UK Business Development Executive

Reports to: UK Head of Marketing

Function/Department: UK Field Marketing

Location: Wetherby

Salary: Up to £27,000 DOE

Hours: Full-time, Permanent

Job Purpose:

The core purpose of this role is to generate Sales Accepted Leads (SALs) to help build pipeline for all solution areas across the UK target markets. These SALs must be qualified to the agreed standard. You will do a mixture of both outbound and inbound SAL generation and nurturing to achieve this. The majority of your time will be spent talking to prospects on the telephone, with supporting engagement via email and LinkedIn. Additionally, you will attend exhibitions and seminars to network with senior finance/procurement professionals and increase awareness of our offering.

Key Accountabilities:

| What | Measures |
|----------------------------|--|
| Generate high quality SALs | <ul style="list-style-type: none">>10 SALs per month>75% of SALs 'qualified in' by BDMs |
| Managing inbound leads | <ul style="list-style-type: none">Customer/Prospect is responded to within 24 hoursNew contacts are processed on Salesforce within 48 hours |
| Event attendance | <ul style="list-style-type: none">Attendance as required and supporting on the Proactis stand |
| Market intelligence | <ul style="list-style-type: none">Feedback given during Commercial meetings and ad-hoc |

| Top 5 Professional Skills/Qualifications/Experience | Top 5 Behaviours/Core Values |
|--|------------------------------|
| Excellent verbal and written communication skills | Listening |
| Confident on the telephone, able to build a rapport with senior people | Energy/drive |
| Self-motivated, ambitious and eager to learn | Work ethic |
| Able to work on own initiative, with management support and direction | Results orientated |
| Familiar with the principles of solution and social selling | Continuous improvement |
| Experience of using IT systems, e.g. Salesforce.com CRM | Customer focus |

Application

To apply for this position, please forward a CV and covering letter to hr-uk@proactis.com

Closing Date: Friday, 14th May 2021

