



Business Development Executive

North Yorkshire

£-attractive

I am working with a well-established and successful company operating within the growth industry of environmental compliance and consultancy. They have the opportunity for a Business Development Executive based in their offices in North Yorkshire and in beautiful surroundings. This role is an integral part of the sales and marketing team being responsible for all sales activity resulting in the achievement of company sales targets, and ensuring the company is in line with its year-on-year business growth plans. The purpose of the role is to; Support the Business Development Co-ordinator (BDC) with managing the success of marketing and sales campaigns; Lead the recruitment of new customers for non-core services; Identify opportunities and cross sell all other services to existing members; Initiating conversations, reply to questions and manage leads on online chat facility; Build a pipeline of high-value leads for the Customer Experience Manager and BDC to work on; Support with tenders; Have input into sales strategies, focused on engaging new customers; Maintain a new sales pipeline in line with sales targets including non-core and new business leads for yourself and the BDC; Undertake market research and cold call as required in order to create interest in products and services; Support in the delivery of prospect webinars and creation of podcasts; Carry out video linked prospect customer sales meetings and local on-site visits prospect customers within a 40-mile radius (pool car available to use for on-site visits); Identify and develop relationships with partners that can add value to the delivery of services in line with the businesses vision and values; Administrative tasks in association with the above including keeping internal databases up to date. In order to be considered you will have a proven track record as a successful sales person (business to business is preferred but not essential) you will have excellent communication skills and be fully adept with Microsoft Office and specifically Excel. You will work well in a team with a 'muck in' approach being flexible and open to change when business demands require. You must have a strong work ethic working well under pressure with excellent organisational skills. You will have the ability to turn a challenging situation into a positive outcome and have a positive, enthusiastic and persistent approach. With the ability to quickly grasp technical legislation and policy, you will be instantly likeable and a true people person.

For full details, please email a copy of your CV to Rebecca@candovergreen.com quoting job ref: RB2489

