



Business Development Consultant

Home Counties/London

£35k with £65k OTE +
car/Car allowance

I am working with a leading Hygiene Services company that now have a field-based sales position available. As Business Development Consultant you will be responsible for new business generation. In order to do this you will need a sales strategy to acquire new business from small to medium customers across multiple industries. This is a high activity, fast turnover, targeted role so you must thrive in this type of environment. You will have a New Business target to hit every period so your drive to achieve this should be unwavering. You should have a hunter mentality with the energy, enthusiasm, and self-motivation to keep seeking New Business daily. You will find your own leads and set your own appointments and as such experience in researching local companies, cold calling and visiting new customers is a must. Your role will be but not be limited to; Developing a strategic plan to win new business from new small to medium customers across multiple industries in your territory; Market research, cold call, make appointments and visit new customers at their premises; Represent the company brand to new customers at the appropriate level; Focus on the effectiveness, efficiency and quality of sales activity not just the quantity; Use the CRM system to effectively record, manage and develop opportunities. In order to be considered for this role, you will have; Demonstrable experience in delivering against new business growth targets; Proven track record in a strategic hunter sales role; high energy and pace and the ability to; thrive in a high-pressure sales environment; be resilient and tenacious in your approach to winning new business; High professionalism and personal standards; decisive and resilient; able to challenge, respectfully, constructively and effectively. You must have a valid full UK driving licence and be able to go through a security check or be willing to get one.

For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2568

