



Business Development Executive

North Yorkshire

£-Attractive

A fantastic opportunity has arisen for an experienced Business Development Executive to join a dynamic, growing company which leads, inspires and educates to positively impact the environment and society. My client is a well-established environmental consultancy who has a passion for being a business for good and placing equal importance on planet, people and profit. The company has achieved year on year growth and is the perfect environment to make an impact within a truly committed, friendly and innovative team. As a key member of the sales and marketing team, the successful candidate will be responsible for all sales activity resulting in the achievement of company targets, and ensuring the company is in line with its year-on-year business growth plans. Some of your responsibilities will include but not be limited to; Handle incoming sales enquiries across all services and ensure that they are effectively taken through the sales cycle to closing or passed to Relationship Manager or Business Development Co-ordinator as appropriate; Identify priority leads and opportunities based on fit, profitability and potential multi service areas and ensure that they are effectively taken through the sales cycle to closing; Support the Business Development Co-ordinator (BDC) with managing the success of marketing and sales campaigns; Completing sales related admin tasks and updating internal databases as required; Identify opportunities and cross sell all other services to existing members; Initiating conversations, reply to questions and manage leads on via online chat; Support the Relationship Manager and BDC with tenders; Gather quotes and processing registrations for international enquiries; Have input into sales strategies, focused on engaging new customers; Build and maintain a sales pipeline in line with sales targets; 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; Identify and develop relationships with partners that can add value to the delivery of services. In order to be considered for this role you will have a proven sales track record and be comfortable working under pressure; You will be proficient with Microsoft Office and a highly organised, conscientious approach; You will have strong communication skills and the ability to prioritise, multi-task and manage time effectively in order to succeed in a fast-paced environment; You will work well in a team with a 'muck in' approach and positive, enthusiastic approach being flexible and highly resilient; You will be passionate about having input into a growing business going through a period of transformational change with a strong desire to work for a business for good; You must have a strong work ethic with a determination to succeed.

For full details, please email a copy of your CV to
Rebecca@candovergreen.com quoting job ref: RB2593

