



<https://www.wearepeachy.co.uk/job/business-development-manager/>

Business Development Manager

Description

Ace business developer? Love Digital Marketing? Are you brave enough? Join a respected Digital Marketing in the South West

The Opportunity

- The primary focus of this role is to develop and nurture the target-market leads
- Development & support of client & prospect engagement strategies and market intelligence.
- Relationship building with business owners of target market companies, via Outbound Telemarketing; Face to Face Meetings; Local Network Events; & Company run events.
- Maintenance of accurate pipeline records in a CRM system.
- To carry out targeted telemarketing activity.
- Contact target businesses generated by the marketing team. Qualification, developing client relationships and identifying specific business challenges. Securing a commitment for further exploration of possible solutions.
- Field telephone calls from prospects obtained through various marketing activities
- To attend networking and support events

About You

- 2 years experience B2B Business Development / Telemarketing / Sales experience
- Experience of working with CRM systems
- Building and nurturing client relationships either via phone, email or face to face
- Excellent organisational skills with the ability to work under pressure and to tight deadlines.
- Commercially astute
- Self-organised, with the ability to multitask and handle multiple marketing strategies
- Comfortable working in a fast-paced environment and remain calm and unphased by high-pressure situations

An agency I really like and would love to sell for. They work the right way and have a reputation already as well as a solid sales funnel driven by their excellent marketing team.

Smashing opportunity, contact Ian at Peachy for an informal and confidential chat.

07532 308 125 ian@wearepeachy.co.uk

Juicy Roles for the Tastiest of Talent

Hiring organization

Peachy Digital and Creative

Employment Type

Permanent

Beginning of employment

ASAP

Duration of employment

Full-time, permanent

Industry

Marketing

Job Location

SN5, Swindon, Wiltshire

Base Salary

£ 25000 - £ 30000

Date posted

April 16, 2020

Valid through

April 30, 2020