

**JOB TITLE: Graduate Business Development Executive**

**LOCATION: Market Harborough**

**JOB TYPE: Permanent**

**SALARY: £22,000 + £3,000 minimum uncapped commission**

## **JOB PURPOSE**

This is a fantastic opportunity for someone looking for an opportunity to kickstart their career in Sales. Welcomm will give you the opportunity to learn and gain sales experience in an energetic and supportive team where you will play a key role in our sales process.

Following your induction and training programme, you will be using telephone, email and LinkedIn to contact prospective businesses to generate appointments for the Business Development Managers. Working with various data sources for leads, you will be required to fact find and uncover customer needs, providing the BDMs with quality information and updating our CRM system.

Reporting to the New Business Sales Manager, you will be set specific targets and KPIs to establish a sustainable pipeline of quality appointments. IT, mobile, telephony and energy are all fast paced and exciting industries to work in so you will need a high level of energy and focus to be successful, but we will support you every step of the way with ongoing coaching and development. You must be a confident and persuasive communicator with the tenacity and resilience to handle cold calling knockbacks.

## **RESPONSIBILITIES**

- Make direct calls to prospective businesses and generate quality appointments for field sales colleagues through research and questioning, using and updating the CRM system to record, monitor and report on leads.
- Collaborate with sales, marketing and product specialist colleagues to establish continued quality of leads and appointments.
- Keep up to date with the company portfolio to ensure confidence in products when dealing with gatekeepers and decision makers.
- Take on board coaching and feedback to ensure continuous improvement and development of sales techniques, attending weekly meetings to ensure current targets, focus areas and forecasting are understood and achieved.

## **ABOUT YOU**

- Currently studying Business, Business Management or have a passion for Sales.
- You will have previous experience in a customer service or client facing role.
- You will have high energy and drive with a tenacious 'hunter' nature and an ability to meet and exceed targets.
- You will be a clear, confident, and influential communicator with a positive, proactive, and professional approach.
- You will have effective time management, organisation and multi-tasking skills to manage multiple tasks with a high degree of accuracy and attention to detail.
- It would be an added bonus if you had experience of the IT, fixed line or mobile industry and be conversant with CRM systems.

## **LEARNING AND DEVELOPMENT**

For those who show a real aptitude for development and perform high, there will be the opportunity to be developed into roles such as a Business Development Manager or an Account Manager.