Newable

Job Description

Job Title	Business Development Executive
Reporting to	Programmes Manager
Purpose	Drive acquisition of new customers who are looking to enter the USA and sell additional products and services to existing ones to diversify Newable Avitus clientele across the whole UK.

Key Responsibilities	Specific Tasks	Business Objective
Identifying new sales leads	Research organisations online (especially on social media) to identify new leads and potential new markets Research the needs of other companies and learning who makes decisions about entering new markets Obtain company required financial information of the prospect. Contact potential clients via email or phone to establish rapport and set up meetings Plan new marketing initiatives Attend conferences, Events meetings, and industry events Initiate and recommend ideas and programmes, which will promote awareness and knowledge of company services to general public and prospective businesses.	Sales pipeline management
Pitching products and services	Prepare presentations and sales displays Give full presentation of company services to qualified prospect. Contact clients to inform them about new developments in the company's products Develop quotes and proposals for prospect identifying the cost for obtaining services Negotiating and renegotiating by phone, email, and in person Meeting sales goals for the team Overcome objections of prospect by providing information and evidence, which will result in their	Deliver expected monthly sales results

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	confidence to agree to obtain services of company. Must be able to problem solve to ensure customer satisfaction and maintain company profitability during difficult situations. Complete company paperwork and documents that will establish qualified prospect as a member. May present full proposal of company services to qualified prospect. Maintain customer relationships, including requesting and obtaining qualified business referrals.	
Feedback and compliance with internal policies	Report and provide feedback to upper management about what is and is not working. Answer any customer queries in a professional, timely manner and in line with the company's guidelines Continue self-improvement by accepting and applying constructive criticism corrections in order to improve on performance expectations. Contribute to team effort by performing general duties as may be assigned. Managing and nurturing the pipeline via Salesforce Ensure all client interactions are recorded in accordance with the company's policy and are handled in a manner which exceeds our customers' expectations Complaints or compliments, we need to know what our customers think about our services so we can keep improving it.	Results monitoring Improvement of the customer offer Maintain Newable's ISO standards

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Candidate Profile

Element	Essential	Desirable
Skills	Strong communication, sales and IT fluency: able to express ideas clearly, both verbally, face-to-face, by telephone, and in written communications and actively listen to others logically and accurately Public speaking Able to accomplish goals by efficiently establishing an appropriate course of action for self and others Able to solve problems, to handle pressure and meet deadlines Skilled in prioritising and triaging obligations Attention to detail Excellent time management and organisation Socially adept Refined networking, business development and advocacy skills Research skills	Good financial, analytical, reasoning and decision-making skills
Qualities	Drive and determination Effective in identifying problems, seeking pertinent data and recognising important information to solve complex problems and deal with new issues Actively influences events, rather than passively accepts them, sees opportunities and acts on them and originates action Actively participates as a full member of a team, effectively contributing and sharing information even when it is of no direct personal interest Willingness to learn	An in-depth understanding of business ownership and management to effectively communicate company services to prospective clients

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	Flexibility and openness	
Knowledge and Experience	Proven Business Development /Sales Experience in B2B Good understanding/proven knowledge of the US market: its opportunities and challenges Familiarity with at least some consulting approaches and tools to recognise and address barriers to successful business management oversees Ability to develop strong relationships with senior management in the UK companies Experience of public speaking at formal events	Background in either an analytical position or financial services. Demonstrable interest in and understanding in the business investment or export journey Valid driver's license Salesforce experience
Qualifications	University degree (or equivalent) in a relevant field.	

Conditions and Remuneration

Starting salary	£30,000 + results based commission
Benefits	Newable Benefits Package
Hours	9.30- 17.30
Location	London
Holidays	25 days per annum

Newable is committed to equal opportunities for all, irrespective of age, disability, gender reassignment, marriage and civil partnership, pregnancy and maternity, race, religion or belief, sex, sexual orientation, or any other protected grounds. Disabled people who meet all of the essential criteria will be invited to interview.

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