

Job Description

Jobtitle:	Business Generation Executive
Reportsto:	Head of Business Generation
Department:	Sales
Hours:	Mon-Fri 9.00am – 5.00pm
Salary:	Business Generation Executive OTE £40k

About the company

Businesswise Solutions complete purpose is to enable our client partners to focus their energy on powering their business.

We are a full service energy partner that understands our role in delivering tangible improvements to business performance beyond cost and consumption.

Using the power of data and technology, our energy specialists help our client partners simplify and navigate the energy market, identify opportunities they never thought possible, make the most informed decisions and develop strategies that minimise risk and deliver better business performance.

Our goal is to continue to grow our business, our team, our capability and to do so in an organic and sustainable way, investing in and developing our people. We deliver empowering energy, and our future is exciting.

About the role

Predominantly focused on appointment management for the Business Development Team, the role will require you to make new business appointments across multiple regions and manage the appointment logistics and bookings. You will need to proactively identify the most viable opportunities via outbound email and telephone calls for the Business Development Team, working closely with them to ensure efficiency and accuracy in diary management.

Responsibilities

- Work closely with the business development managers to manage their appointments and their diaries accordingly
- Responsible for acquisition of new quality appointments and prospect data to enable positive meeting conversion
- Ensure segmentation of prospect data is maintained, enhanced and continually updated
- Respond effectively to inbound marketing leads to secure them
- Responsible for all documentation and ensuring CRM systems are kept up to date and current
- Act as an ambassador of the company at all times
- Seek every opportunity to actively and positively promote the company's brand and products

Knowledge, Skills, Experience

Skills Required:

- Proven track record in appointment setting, telemarketing and business development in a B2B environment.
- Skilled, polite and friendly telephone manner. Not afraid of the phone - this role is 90% phone based

- Ability to develop relationships over the telephone, including with high level decision makers such as Senior Managers and Directors
- Driven by targets and the tenacity to succeed believing every call has opportunity and treating the last call of the day with as much importance as the first
- Outstanding communication skills, both written and verbal
- Organised, methodical and self-motivated
- Educated to GCSE level or above including English and Maths or equivalent
- Experience of Microsoft Office (Word, Excel)
- Basic knowledge of CRM systems as a minimum
- Ability to think outside of the box identifying more innovative ways of working that increase effectiveness and builds business

To apply for this role please send your CV and covering letter through to recruitment@businesswisesolutions.co.uk