



Job Description

Job title:	Business Development Executive
Reports to:	Business Development Manager
Department:	Sales & Marketing
Hours:	37.5 Hours per week Mon-Fri 9.00am – 5.00pm with some flexibility as required
Remuneration:	£40,000 OTE
Additional Benefits:	Company Standard Benefits

Do you want to work for a company that appreciates smart, driven and enthusiastic people? We invest in growth and our people. Our working environment is second to none and we reward people who are ambitious and hard-wired for success.

About Businesswise

We eliminate business energy waste so that our clients can focus more energy on powering their business. We take complete control of our clients energy management and improve bottom line profitability. We ignore the accepted industry norm, our ideas are bold, adventurous and we are confident in our ability to deliver solutions that matter. We are focused on helping businesses switch to greener and more renewable energy sources.

We take a data and service-led approach to controlling energy, using Energy Information Technology (EIT) combined with people power and knowledge. By taking a transparent approach we are able to provide our clients with complete visibility and no surprises.

Our Values and Behaviours

VALUES	BEHAVIOURS
 <p>Invest in growth</p> <p>We nurture our people, develop our technology and inspire our teams to achieve great things.</p>	<p>We are consistent in our delivery yet always looking for ways to continuously improve</p> <p>We embrace evolution and are adaptable to change</p> <p>Support others and work towards common goals</p>
 <p>Create exceptional experiences</p> <p>We ignore the accepted industry norm, our ideas are bold and adventurous, and we are confident in our ability to deliver solutions that matter.</p>	<p>We are deliberate in our approach and tenacious in our execution</p> <p>We create ambitious targets but are never afraid of failure</p> <p>We are encouraged to break new ground and unlock untapped potential</p>
 <p>Take complete control</p> <p>We act with precision and authority, hold ourselves accountable and take pride in delivering positive outcomes.</p>	<p>We lead by influence, with clarity and purpose</p> <p>We are trusted to make the right decisions</p> <p>We act with integrity, certainty and freedom from complexity</p>



The Role

- Office based in Lancashire.
- The Business Development Executive will make outbound contact with decision makers within our target market to understand their challenges and pain points and begin to introduce our solution through a consultative value sales approach.
- This role will use a mix of telephone, email, social media and digital communication platforms to identify, engage and nurture prospects into and through our sales funnel. The ultimate goal is to provide field sales with a steady pipeline of warm introductions that can be developed into sales which will fuel business growth.

Research	<ul style="list-style-type: none"> • Research prospects regularly to ensure all company level information is current • Keep abreast of industry news and build up a history of interesting reference points for future conversations
Outreach	<ul style="list-style-type: none"> • Create business opportunities for the field sales team by utilising phone, email, LinkedIn and other channels to effectively engage with prospects • Ensure specific campaign messaging is carried effectively across all channels
Training & Develop	<ul style="list-style-type: none"> • In terms of progression, this is a unique proposition for anyone looking for a career in B2B sales as this role is part of a scheme that fast tracks individuals to earning six figures, with an academy style programme that aims to progress individuals from lead generation to high performing field sales through ongoing training and development.
Governance & Compliance	<ul style="list-style-type: none"> • Follow the clearly defined sales process to maximize all opportunities • Operate in a way the business deems appropriate and in line with its values and behaviours • Act as an ambassador of the company at all times

Education, Skills, Experience

The Business Development Executive will have a minimum of 1 years of experience of working within B2B sales and have the education, skills and experience matching the framework below:

Education	<ul style="list-style-type: none"> • Educated to GCSE level or above including English and Maths or equivalent
Skills	<ul style="list-style-type: none"> • Authoritative phone manner, speaks with calmness & confidence • Resilient and self motivated • Knowledge or willingness to learn how to sell using social media • Proven track record in developing relationships with C-Suite decision makers Driven by targets and the tenacity to succeed • Outstanding communication skills, both written and verbal • Knowledge of CRM systems

**To apply for this role email your CV and cover letter to
recruitment@businesswisesolutions.co.uk**