



Senior Business Development Manager

Data Baby provides direct marketing and lead generation services to clients across a variety of B2C verticals. We have exciting opportunities for 2 Senior Business Development Managers to work in an established Direct Marketing Company, selling direct marketing solutions. The purpose of the role is to achieve on target performance through developing new business sales and building customer relationships resulting in increased sales activity.

Data Baby's head office is based in Manvers (Rotherham), some travel to client meetings will be required.

What we offer in return:

- A competitive basic salary of £35,000 PLUS excellent commission structure
- 20 days holiday P/A
- A comprehensive training programme
- Fun and friendly environment
- A variety of incentives

Working hours:

- 40 hours per week between Monday – Friday (9.00-17.30)

Job Responsibilities:

- Developing new business across the UK through outbound activity
- Ensure any sales opportunities are fully explored and converted including resolving queries
- Mapping organisations to identify revenue opportunities, business needs, decision-makers and influencers
- Ability to generate leads through networking. Generating sales leads through internet search engines and different websites.
- Present proposals and conduct face to face sales meetings with prospective clients
- Fact finding of customer requirements, tailoring customised proposals of products
- Owning the production of documented responses to invitations to tender, in an effective and timely manner
- Identifying market opportunities for new products, building a business case, and championing through the product
- Planning to develop own orders to execute in order to achieve financial objectives
- Build and develop a network of customers and prospects of clients
- Clear understanding of future pipelines in reporting to Managers
- Ensure any opportunities to up sell Data Baby products are maximised by providing recommendations to new and existing customers
- To promote the company as a brand of choice
- Any other duties for the requested by the Company it considers appropriate to your abilities, including duties which would not normally be associated with your job title



Skills and Experience

- 2 years proven experience of developing and generating new business
- Articulate and confident communicator in negotiations and influencing
- Experience within the Data/Call Centre Sectors, Telecommunications, Media, and Advertising or Sales industry desirable.
- Strong verbal and written writing skills
- Good negotiation and presenting skills
- Ability to meet targets and deadlines
- Ability to work on own initiative as well as within a team
- Computer literate to Intermediate level (Outlook, Word, Excel and PowerPoint)
- Strong familiarity web based tools such as LinkedIn

The Person:

We've created a working environment where your personal experience is as highly valued as your professional expertise; where your ideas and your thinking are rewarded, not just your results. Above all, this is somewhere exceptional people can excel in a range of sales careers – and help others do the same. We are looking for:-

- Driven and highly motivated
- A good sense of humour is a must
- A friendly but competitive nature will also help achieve your goals

If you are interested in what you have read and feel you can contribute to our expanding business then please apply via the link or send your CV to hello@data-baby.co.uk