

**\*\* NEW JOB\*\***- An events platform company is seeking a Business Development Executive. Based in Pimlico and paying £20,000 with an OTE of £35,000. If you are interested, please email your CV to [emma.colville@questprofessional.co.uk](mailto:emma.colville@questprofessional.co.uk)

Job: Business Development Executive

Location: Pimlico

Salary: £20,000 with an OTE of £35,000

#### **WHAT YOU WILL DO**

The Business Development Executive will report to the company directors, and will be responsible for identifying and sourcing new client opportunities. The Business Development Executive will work with various teams across the company to deliver the best solution for potential clients.

You will need to:

- Develop targeted lists, call strategies, and messaging to drive client acquisitions.
- Identify potential new client and their prospect needs.
- Develop an in-depth understanding of the company, industry trends and competition.
- Work closely with our student brand ambassadors to drive growth in local markets.
- Communicate with potential clients via phone, email and face-to-face.
- Attend and network at events hosted by the company and clients.
- Present to external clients and senior directors.

#### **WHAT WE ARE LOOKING FOR**

The ideal candidate is a highly-motivated self-starter, with an engaging personality who is commercially minded and thrives in a team environment.

Key attributes:

- Degree or equivalent academic qualification.
- Outgoing personality. Confident reaching out to new clients via the phone and in person.
- Excellent organisational skills with an ability to meet tight deadlines.
- Enjoy attending events and networking.
- Innovative and ready to bring fresh ideas and perspective to the table.
- Self-starter who can operate independently while also complementing a team environment.
- Ability to hit the ground running with energy, imagination and passion.
- Competent in using Microsoft Office.

