

**\*\* NEW JOB\*\*** A fundraising technology and events company is seeking a Business Development Executive. Based in Richmond and paying up to £22,000 plus commission. If you are interested, please email your CV to [alice.short@questprofessional.co.uk](mailto:alice.short@questprofessional.co.uk)

Job: Business Development Executive

Location: Richmond

Salary: £22,000 plus commission

We are looking to recruit a confident, committed and target-driven Business Development Executive to help launch our new product. The successful candidate will be responsible for driving revenue for our UK business, selling our online fundraising system and additional services to fundraisers all over the UK. Reporting into the Head of New Business, the role will involve making consultative sales calls to generate business, dealing with inbound inquiries in addition to setting up online sales presentations and converting them into confirmed bookings. Experience within sales and business development is preferable, but not essential. Applicants must be target-driven, self-motivated, have a can-do attitude, work well under pressure and be able to communicate effectively and with integrity to clients and team members.

### **Responsibilities**

1. Research prospects and identify stakeholders in order to generate interest and create rapport
2. Contact leads via cold-calling and email outreach
3. Manage inbound sales inquiries
4. Lead client-facing sales meetings and own the sales responsibilities
5. Close new business deals through developing and negotiating contracts

### **Skills required**

1. Brilliant communicator, excellent inter-personal skills, team player
2. Some sales experience preferable, but not essential
3. Driven and self-motivated
4. Well organised with a strong attention to detail
5. Tech savvy and a quick learner of new systems and processes.

