



Job description

Job title	Business Development Executive
Salary	£25'000-£30'000 with bonus and commission
Ref	16427

My client is an established provider of hygiene services and contract cleaning to commercial offices, leisure facilities, laboratories, shopping centres, schools and local authorities. The services they offer are comprehensive and tailor-made to customer requirements and this, combined with the dedication to deliver them effectively, has resulted in consistent growth and the creation of a new opportunity for an experienced sales person to join them as a Business Development Executive.

The Business Development Executive will be responsible for enacting the plan to increase the number of opportunities to tender for contracts from blue-chip companies and other major accounts and institutional concerns, by taking ownership of information gathering, discovery of the decision making process in each potential account, for creating a timely and on-going conversation with target customers through direct contact (both face to face and by telephone) and for creation and delivery of marketing communications; in short to identify and talk to as many relevant parties as possible to ensure inclusion in the tender process across all market sectors. The successful Business Development Executive will use their creativity and business skills to take charge of the entire process from initial contact through to close of sale and will maintain contact with target accounts once they are clients.

The successful candidate is likely to have had experience in a business to business sales or telemarketing environment, account management or a field sales role where their experience has prepared them to use their initiative and take responsibility for their own actions and to be willing and flexible enough to work in other areas and functions and to contribute to the overall success of the business. Excellent communication and customer service skills, combined with a friendly but assertive manner, self-motivation and willingness to work by self-initiative are also desirable qualities.

All applications will be dealt with in confidence.

To apply for this vacancy visit www.lawsonprice.co.uk or email candidates@lawsonprice.co.uk