



## Business Development Manager – Excellent Package and Career prospects



To develop and implement new business in line with agreed objectives ensuring customer service expectations are met and our revenue opportunities are maximised. 70% New business, 30% Account Management.

- Maintaining and expanding relationships with existing clients
- Remaining in contact with clients on a regular basis which will include both telephone and face to face appointments
- Dealing with all aspects of any marketing campaigns
- Using an existing network of industry contacts to generate new business
- Looking for and developing new business opportunities
- Building a 'territory'
- Achieving sales targets
- Delivering sales presentations to high-level executives
- Attending client meetings
- Completing administrative work, as required
- Targeting of prospects in line with objectives
- Maintain database and activity through salesforce.com
- Support the back office teams with field communications

### Personal Profile

- Flexibility as the role may from time to time involve extensive travel and nights away
- Able to work using own initiative
- PC literate
- Dedicated & Sociable
- Team player
- Adhere to KPI's set
- Highly motivated
- Ability to communicate to all levels including senior managers both internally and externally
- Desire to achieve

If you feel that you meet the above and interested in joining our company at these exciting times please contact [donna.burford@orielgroup.co.uk](mailto:donna.burford@orielgroup.co.uk)