

Business Development Manager

JOB DESCRIPTION

Employer	Data Locator Group Ltd	Reports to	Head of Direct Sales
Hours	Mon to Fri 9am - 5:30pm (Full Time)	Salary	Competitive + commission
Location	Sunningdale, The Belfry Business Park, 13 Colonial Way, Watford, WD24 4WH		

Job Purpose

To generate sales through new business acquisition across multiple sectors as well as retaining and growing revenue from existing clients in line with agreed targets.

Responsibilities:

- To source new sales leads using the internet (Google, LinkedIn, Ebiquty), trade press, business press, industry contacts and CRM system.
- To contact new clients by telephone in order to sell DLG's targeted media solutions.
- To follow a consultative sales process by carrying out a thorough fact find to help establish the client's needs in order to needs match the most suitable mobile solution.
- To write detailed proposals.
- To build effective relationships with your own clients in order to encourage new and repeat business.
- To arrange and attend face-to-face client meetings for larger sales opportunities.
- To build an effective pipeline and forecast accurately.
- To manage the client's expectations to ensure we deliver on our commitments to DLG agreed SLA's.
- To update client information on the CRM system.
- To liaise with the Finance department to ensure that clients remain up to date with payments.
- To communicate with the production team and design to ensure that campaigns are delivered within the agreed SLA's.
- To handle all client queries and complaints swiftly and in accordance with the agreed company process.

Key Skills and Experience:

- Experience in a B2B sales role where you can demonstrate success in selling non tangible products, ideally with the consumer data marketing sector
- Strong new business sales experience
- Consultative sales experience
- Experience of working to and achieving challenging targets & KPI's
- Ability to adapt your style across different functions and levels within a business, dependant on the ultimate decision maker
- Ability to build and maintain client relationships
- Have the hunger to succeed and be highly motivated
- Strong negotiation and proposal writing skills

How to apply

Email your **CV** to:

HR Manager at recruitment@dlg.co.uk