

**** NEW JOB**** An events app is seeking a Business Development Executive . Based near Pimlico and paying £23,000 plus commission. If you are interested, please email your CV to emma.colville@questprofessional.co.uk

Job: Business Development Executive

Location: Pimlico

Salary: £23,000 plus commission

WHAT YOU WILL DO

You will need to:

- Develop targeted lists, call strategies, and messaging to drive client acquisitions.
- Identify potential new clients, their prospect needs and explain the company value proposition.
- Develop an in-depth understanding 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 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.