

## **BUSINESS DEVELOPMENT ASSOCIATE**

*Are you driven by success, with a track record of meeting and exceeding targets?*

*Are you looking for an opportunity to put your skills to the test?*

*Would you like an opportunity to earn uncapped commission?*

We have some exciting opportunities for Business Development Associates to join our team in the Midlands and surrounding area. We're looking for independent, self-motivated individuals to help us to drive and develop business growth by the promotion and sales of our services to potential SME clients. Experience of sales and business development would be essential. If you have confident communication and negotiation skills, strong stakeholder engagement and enjoy networking then this may be ideal for you. If you think you have what it takes to meet the challenge, we want to hear from you!

### **Key Responsibilities**

- Identify and develop business development opportunities to maximise sales revenue
- Develop new relationships in an effort to grow business and expand
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Promote the company's products/services addressing or predicting clients' objectives
- Ensure that new client's contracts are processed
- Keep records of sales, and invoices etc.
- Provide trustworthy feedback and after-sales support
- Build strong relationships with new and existing customers

### **About you**

- Target driven and hungry for success
- Positive can do, attitude
- Hardworking, integrity and honesty
- Excellent influencing and negotiation skills
- Strong communication and listening skills
- Ideally have previous sales or business development experience
- Ability to sell face to face and over the telephone
- Able to work autonomously and with direction
- Able to hit the ground running
- Willing to take responsibility and accountability
- Problem solver with good organisational skills
- Willing and prepared to travel to clients as required

### **Qualifications and Experience**

- Preferably have previous business development experience preferably in a similar industry
- Ideally educated to degree or equivalent in Business or Marketing Related subjects
- Mobile and willing to travel ideally with a full clean driving licence

### **Location and Hours of Work**

- Hours of Work - Flexible but must suit both parties and can be full or part time.

- Location – The role is home based with the requirement to travel to clients and any site that the company operates on as necessary.

With an opportunity for you to be your own boss, this is an exciting time for the business and an opportunity for you to grow with our business. You will have the ability to determine your own success so don't miss out on this exciting opportunity.

To submit your Expression of Interest to work with us as an Associate please send your CV and or company profile to Sonia Freestone at [info@ssfbusinessconsulting.com](mailto:info@ssfbusinessconsulting.com) together with a Cover Letter with the answers to the following questions:

1. Why you want to work with us?
2. How do you think you can add value to our team and our clients?
3. What aspect of your work do you least enjoy?
4. What is your vision for the next five years?
5. What is your USP and how will this benefit our team?
6. As a Business Development Executive; what do you do differently to make you stand out from your competition and ensure that you win the deal?

**STRICTLY NO AGENCIES PLEASE**