



Business Development Specialist

Location: **Cambridgeshire**

Type: **Full Time / Permanent**

Salary: **From £30,000 per annum**

360 Group are currently seeking motivated, successful new business sales people to join our expanding sales team.

You will need to demonstrate previous experience in self-generating leads, booking own appointments, driving own sales and creating new business opportunities. These skills are essential.

Key Responsibilities

- Overachieving a Quarterly performance target.
- Attending appointments, either self-generated by cold-calling, networking and other prospecting activities, and by working closely with our telemarketing team
- Demonstrate strong time and territory management ability to maximise sales performance
- Provide weekly reports on own sales figures
- Write reports and make presentations to customers and senior management
- Provide full proposal documents outlining details to clients, and to own and manage own sales pipeline
- Work with Telemarketing and Internal Sales to keep updated with sales opportunities and projects
- Attend sales meetings and sales calls
- Attend regular product training and development sessions, as well as events and conferences where required
- Promote and maintain the 360 Group brand

The key responsibilities and accountabilities highlighted in this job are indicative and may vary over time. Job holders are expected to undertake other duties and responsibilities relevant to the nature, level and scope of this role.

Person Specification

Experience

- At least 3-5 years' experience working in a field sales new business development role within a telecommunications/data company, preferably in a commercial fast-paced environment.
- Experienced and strong knowledgeable of cloud & hosted technology/connectivity/mobility/IT/managed networks.
- Experience working with bespoke databases as well as good MS Office skills, especially Word, Excel, and PowerPoint.

Skills/Knowledge/Understanding

- Strong sales and negotiation techniques.

- Evidence of successful target achievements
- Excellent customer service approach.
- Excellent listening skills and clear concise verbal and written skills.
- Ability to self-generate opportunities.
- Excellent time management and organisation skills.
- Good attention to detail and accuracy.

Personal Attributes

- Enthusiastic, motivated, driven, approachable.
- Demonstrates tact and diplomacy.
- Calm, confident manner able to work effectively under pressure, and keep to deadlines.
- Solution focused and flexible approach to problem-solving.

Benefits

- Car allowance
- Annual leave starts at 31 days (inclusive of Public Bank Holidays) per annum and increases with service.
- Auto enrolment into Pension scheme
- Uncapped bonus scheme

360 Group values diversity and is committed to equality of opportunity.

The Company has a responsibility to ensure that all employees are eligible to live and work in the UK.

The successful applicant will be required to undertake a Disclosure and Barring Service (DBS) check, in order to make a safer recruitment decision.