



BUGFINDERS

Position Title	Business Development Manager - Digital Solutions
Salary	£25,000 base + commission = £36,024 OTE + Pension + Medical Cover
Reporting To	Commercial Director
Location	UK, Cheltenham
Overview	<p>We are looking for an B2B Business Development Manager, with a real passion for sales to join our team based in Cheltenham.</p> <p>This is a fantastic opportunity to join a rapidly growing business, that offers a truly unique solution across digital platforms for functional and security testing.</p>
The Role	<p>Leading from the front, the Business Development Manager will quite often be the first contact potential clients have with the business. As such, you will need to deliver stunning first impressions.</p> <p>A large amount of your day will be spent on the phone developing relationships and setting appointments, so effective communication skills really are essential. The working environment is fast paced so the ability to manage your own time and workload is a must.</p> <p>For selected clients, the Business Development Manager will need to be able to manage to entire sales process over the phone and online from first contact through to discovery, demonstrate capability, close and handover to the delivery team.</p>
Key Roles & Responsibilities	<ul style="list-style-type: none">• Inbound: Qualify and contact website leads and web chat enquiries• Outbound: Proactively contacting leads to promote services and set appointments for solutions consultant team• Sales: For selected prospects manage the entire sales process• Presenting key features and benefits of products to secure new business, handling objections as appropriate.• Accurately maintaining internal CRM database with customer notes to ensure you are targeting the right customer at the right time.
Skills & Experience Required	<ul style="list-style-type: none">• Demonstrable experience in B2B sales with previous experience of working to targets• Excellent communication skills with an ability to build quick relationships over the phone• Willing to learn new skills and a passion for a sales & marketing role• Positive genuine 'can do' attitude• Willingness to 'get stuck in' & persistence• Ability to organise own workload• Excellent at working to deadlines• Take pride in delivering excellent customer service.
The Company	<p>In a world where digital plays an increasingly important part in every business, Bugfinders Ltd offer a truly unique solution across digital platforms for functional and security testing. Based out of Cheltenham, they have over 100 customers including Next, Audi, Superdry, LV, Discovery Channel, BBC, HM Courts and Tribunals along with dozens of other household names.</p>

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