

Business Development Executive - Sales

Position:	Business Development Executive - Sales
Location:	Office Based, Plymouth City Centre
Industry:	Corporate Training
Salary:	£22k basic plus excellent commission
Hours:	Mon to Fri 8.30am to 5pm

Be part of a winning team

Skilltec training is a leading provider of corporate instructor led training courses. Our passion is helping organisations to maximise the potential of their employees and we have a large portfolio of courses to support them. We have been delivering training solutions across the country since 2007, from SMEs to public sector organisations and major internationals.

Our head office is based in Plymouth however this does not limit us. As a business we offer a national training service via a blended learning approach. Skilltec is an ambitious company and is looking to grow the business and expand over the next few years.

We are a fun, dynamic team with an ambitious strategy and our goal is to be one of the leading providers in our field. As a training company, people are at the heart of what we do and with the best talent and a flexible customer-focused approach, it is the value we deliver to our customers that continues to set us apart.

Opportunity

We are currently looking for a Trainee 'Business Development Executive' (BDE) to join our Sales team based in our head office. This is a very exciting opportunity for an ambitious, motivated and driven individual who is looking to develop their skills further.

This opportunity will allow you to really make your mark and develop your career in a fast-growing people-focused corporate training company.

The Role

The role of a BDE is an integral part of our business, and we are looking for someone who would relish the opportunity to be involved and develop in all aspects of the sales cycle. The focus of this role is to generate leads, develop customer relationships and deliver against specific and measurable targets.

- Identify and proactively source leads and opportunities through different communication channels, such as: phone, emails, and video calls via Microsoft Teams.
- Identify and build great relationships with prospecting customers to support their key requirements.
- Promote fresh ideas, outside of the box thinking, analyse sales trends and opportunities.
- Build meaningful and professional relationships with potential and existing prospects.
- Qualify and maximise sales opportunities wherever possible.
- Consistently achieve activity KPIs and monthly sales targets.
- Create proposals and written quotes for clients with team support.



- Understand our business and develop new ideas.
- Keep the sales opportunities and leads updated within our CRM system.

We support all our staff on their professional development journey, and you will have the opportunity to attend our Sales Professional training series as well as other professional development courses. You will also benefit from personalised mentoring and support from our Principal Sales Training Specialist.

If you love the thrill of sales and the buzz you get from supporting businesses reach their full training potential, then this is a great opportunity for you.

What we look for

- Minimum of 6 - 12 months previous experience in converting outbound sales calls. Experience with the B2B sales market is desirable but not essential.
- Professional communication skills and confidence to deal with decision makers of all levels
- A high-performance mentality and a hunger to close on deals
- Confidence to pick up the phone and develop a relationship with prospective clients
- Proactive, results-driven and self-disciplined with a strong work ethic
- Resilience and adaptability to change
- Self-Awareness, collaboration, and a positive, can-do attitude

Desirable

- Qualification in Sales / B2B Sales Experience / University Degree / Dynamics Experience

What we offer:

- 22 Days Annual Leave plus UK Bank holidays
- Pension – Employer Contribution
- Career Progression
- Excellent Commissions and Incentives
- Induction Programme / Training Support

Expected commission first year 1: Approx £7,000 per annum based on achieving Year 1 sales targets however commission is uncapped with potential to earn more.

How to apply

Please email your CV and a Cover Letter outlining your interest in the role, your sales experience and why you think you would be suitable to join our business.

Please submit to: recruitment@skilltec.co.uk

Closing date: Friday 9th June 2023