

JOB TITLE:	New Business Executive
LOCATION:	Clerkenwell
SALARY:	£22,000 – £25,000 + Company Bonus
AGENCY TYPE:	Design
START DATE:	ASAP
CODE:	BLOS/OW

FULL DESCRIPTION:

In Clerkenwell, this world-class design consultancy with international offices is looking for a business development executive to create new client meetings and opportunities. With a portfolio of international brands this is an exceptional opportunity for someone looking to grow a career in sales within the design industry.

The primary focus of the role is to prospect to the company's defined target audience, build rapport, understand and identify challenges and through on-going dialogue set-up highly qualified meeting opportunities for the senior team to attend, develop and close. Further to this you will also be charged with creating and managing the deployment of personalised and targeted marketing materials. As a company with international experience you will be building relationships across the UK, Europe, US and APAC.

Commencing with a thorough training and induction period, this opportunity is for someone who has a genuine passion for and understanding of the design sector. You will be confident being in the commercial front line, but disciplined and pragmatic in approach. You will also be a natural researcher, with a keen eye for monitoring the press, researching the companies you intend to speak with and someone who is forward thinking – thus able to report upwards and identify new sectors for exploration. Aside from the core sales components of the role you will also be expected to actively develop intelligent relationships through social media networks and attend events as appropriate.

It is likely you will be degree educated in a business or design related field. You must also have key client contact experience (preferably a consultative sales position) and understand the nature of proactive and insight led sales techniques. It goes without saying you will need to be a first-class communicator in writing, on the phone, and face-to-face. You must be highly structured and organised, independent and possess an enquiring mind, with excellent attention to detail. Furthermore you need to be resilient and disciplined in approach with a natural determination to succeed. You are someone who gets things done, driven, charismatic, a team player, presentable and polished.

Comprehensive market information, database tools and training support will be provided for the successful candidate.

To apply for this role please email calli.simon@timetobloom.co.uk quoting the job code 'BLOS/OW'. Please be sure to include a detailed covering letter that clearly explains why this position is of interest and draws attention to your relevant skills and experience.