

Seer Agency | Business Development Manager

Weybridge

Temporarily remote

Full-time, Contract

Job Description

We're looking for a self starter with energy and drive. Somebody who wants to roll their sleeves up and get stuck in and is always looking to go the extra mile. You'll be business development managers at an ambitious creative content agency based in Weybridge. This BDM role requires demonstrated experience creating business relationships with key decision makers. You understand how to generate leads through outreach and convert inbound opportunities by solving marketing challenges using a diverse set of products to create real value for our customers. Your skills include the ability to open new accounts, generate tactical wins and grow the value of current clients.

Responsibilities

- Pipeline development, sales planning, strategy and customer acquisition
- You will use a variety of new business acquisition methods, including cold calling, email and LinkedIn
- Proactively identify, qualify and strategically contact new potential prospects
- With the backing of our producers, creatives and director, you need to be confident in advising clients as an authority on advertising and digital production
- With strong presentation skills, you'll represent Seer by showcasing our case studies, capabilities and vision in client meetings

Requirements & Experience

- You have proven, relevant experience in consultative sales and growth-focussed roles, preferably in the production or digital industries
- You are a strong team player who is results orientated with a proven track record of achieving and exceeding sales revenues
- Hungry for success attitude and a drive to exceed all targets
- You have excellent negotiation and closing skills
- Ability to create and develop genuine long term relationships
- You have experience in the creation of proposals for creative deals and projects
- Self-motivated and driven

Skills

- Strong numeracy and literacy skills
- Commercially minded
- Excellent communication and networking skills, both verbal and written
- Ideally some experience in at least one of the following ZenDesk, Sales Force, HubSpot Sales Hub, PipeDrive

Please be attentive to the requirements for this role and visit our website at www.seer.uk.com - We would like an accompanying letter with your CV detailing why you want to work with us.

We are looking to offer an excellent salary + commission structure to truly reward hard work.

Reference ID: STBDM

Contract length: 6 months

Application deadline: 23/12/2021

Job Types: Full-time, Contract

Salary: £24,500.00-£50,000.00 per year