

We Are Hiring!

Interviewing now!

New Business Lead - Immediate Start Available



Salary

£22,000 - £28,000
Basic (DOE) +
Commission



Hours / Job Type

Full time /
Permanent.
40 hours per week
(Mon to Fri)



Role Reference

ELOP1-NBL



Reporting to

Client Director



Benefits

Company pension
scheme

Employee referral
scheme

Commission
scheme

Flexible working

25 days holiday
per year (plus
bank holidays)

1 additional days'
holiday per year of
service, up to 30
days

Introduction

Do you have what it takes to become our next 'Business Development Ninja'?

Due to Eloquent's growth and success, we are currently looking to appoint a motivated B2B 'New Business Lead' to join our Internal Sales Team, and to play a pivotal part in our rapidly expanding MSP based in Taunton. Although fully remote, this role will also include working from the Taunton Head Office from time to time, as well as visiting various potential customer sites across the UK, therefore a full and clean UK Driving License is essential.

So, what will be required of you, you ask?

The successful candidate will be responsible for business development including: developing new leads, communicating with customers, understanding their needs, and ensuring a smooth sales process from beginning to end.

You should be able to build instant rapport, confidently close sales, recognise opportunities, and meet set targets by being competitive and a good listener.

You will be responsible for targeting appropriate clients and fostering business relationships, as well as assisting in launching new products and services, keeping clients informed and engaged, and producing effective sales proposals.

You will also be working as part of the internal Sales Team; creating the relationship with the customer and linking new business to the internal Projects, Procurement, and Service Relationship elements of our Organisation; reporting to and working with Directors to generate new opportunity and long-term customer relationships.

Develop, review, and implement new business strategies.

Create new business relationships with potential clients.

Prepare financial reports, and forecasts.

Work with sales and/or marketing departments.

Acquire more business acumen through research, and analysis of industry trends and developments.

Assist in preparation and presentation of new business proposals.

What kicks will you get out of working with us?

The role will give you the chance to work alongside an extremely driven team of Engineers who are specialists in their own niche fields, as well as jointly achieve quality standards and customer satisfaction. The benefits are pretty good too!

Duties and Responsibilities

General:

Private healthcare

Competitive salaries and expenses covered

Career progression

Cycle 2 work scheme

Modern, vibrant, and recently refurbished head office

On-site café located at our Taunton head office



Contact Us

careers@eloquent-technologies.com

0333 200 0991

Quoting reference: ELOP1-NBL

- Making outbound lead generation calls to potential customers and following up on incoming leads.
- Understanding customers' needs and identifying sales opportunities.
- Answering potential customers' questions and sending additional information per email and proposals.
- Managing any opportunities effectively including producing reports for management on lead conversion.
- Maintaining a database of potential customers, with detailed engagement notes / actions.
- Explaining and demonstrating features of products and services.
- Upselling products and services.
- Researching and qualifying new leads.
- Closing sales and achieving sales targets.

Sales and Marketing:

- Campaign follow-up
- Success tracking and conversion.
- Solution sales lead generation - new customers / opportunity
- Product sales - follow up on marketing campaigns to convert.

Administration:

- Sales team handover to projects / procurement
- Sales order tracking

Learning Culture:

- Willingness and desire to help other members of the team with their progression by sharing experiences and knowledge.

Requirements / Person Specification

Experience / Knowledge:

- Proven experience in a B2B Sales / New Business role.
- Previous experience of working with an MSP of similar function and industry would also be extremely beneficial.
- Proficiency with various computer software systems.
- Demonstrated success in meeting sales goals and targets, with a proven track record in achieving sales targets.

Skills / Person Specification:

- Excellent time management, planning and organisational skills.
- Be able to flawlessly present and communicate with a wide variety of people in a professional manner, both written and oral, and at all levels.
- Ability to listen to concerns and handle criticism.
- Have superior negotiating skills.
- Be resilient, detailed and creative.
- Be able to successfully work on own initiative.
- Be able to handle demands, targets, guidelines, and high stress situations.
- Have excellent networking and business acquisition skills.
- Be consistent, dependable and efficient.
- Ability and confidence to make cold calls to generate new customer relationships.
- Ability to demonstrate on-the-spot thinking, good attention to detail, and ability to show initiative.
- Ability to prioritise, manage workload, and perform under pressure to meet targets.

- Willingness to travel to give presentations, meet with potential customers, attend conferences, trade shows, and other events.
- Willing to work flexibly, with enthusiasm.
- Ability to demonstrate sales ROI in a previous role.
- Experience of using customer relationship databases.

If you enjoy working in a fast-moving environment with a great team around you, please do get in touch...we are interviewing now!

***Send your CV and a covering email to:
Laura Hawkins, Head of HR and Compliance.***