



New Business Development Executive – Job Description

Job Title	New Business Development Executive
Department	Sales / Bid Management
Location	Eastbourne, East Sussex Hybrid Workers Considered
Responsible to	Production Director
Hours	40 hours per week Monday – Friday Job share considered

Company Info

Markets: Security Print & Digital Transformation solutions – Government Departments & Local Authorities - Education - Retail – Financial Services – Private Sector

Products: Bespoke Web Portals – Personalisation, Fulfilment & Mailing - Examination Certificates & associated materials – Election materials – Cheques – Gift Vouchers – Printed Payslips – Electronic Payslips – Visas – Verification Tools - Licences

Company Strategy:

Our mission is to be the best in terms of consumer value, customer service and employee talent with consistent and predictable growth.

Our strategy is to increase sales by introducing new customers to our products whilst developing existing customers.

The company has invested in the latest technology to keep at the forefront of the market and ahead of the competition. We are pro-active in our approach and aim to provide a complete service solution to our customers.

Salary: NEG

Commission: TBC



Zunoma are looking for New Business Development Executive who will already have a thorough understanding of B2B new business sales processes and have a fantastic track record of achieving results.

You will proactively manage and grow a new business pipeline, advancing to an 80:20 split of new business and account management respectively. Responsible for revenue generation you will advance initial calls through the whole sales cycle.

With 80% of your time dedicated to outbound sales you will have a hunter mentality and be experienced in identifying and securing new business opportunities in a fast-paced, competitive sales environment.

Experience

- 2/3 years experience in B2B Sales – Print would be an advantage
- Proven New Business Development experience
- Evidence of hitting and exceeding monthly targets and KPI's consistently
- Clearly demonstrate your ability to build a pipeline of opportunity in accordance with your targets.
- 360 degree sales process experience, (from lead generation through to closing the deal), managing onboarding and building ongoing relationships.
- Ability to manage a full solution sale by cross and upselling existing customers.
- Commercially smart, with experience of monitoring competitor and target activity.

Core competencies

- Hard working and methodical – Ability to work strategically by planning and focusing on tasks.
- Resilience – Ability to keep going when being told no.
- Competitive – Target driven and enjoy challenging themselves.
- Self-Motivated – Ability to set and achieve own and company goals
- Commercial acumen – Ability to understand commercial drivers and industry variables.
- Great communicator – Able to build trust and enthusiasm through to closing the deal. Brilliant on the phone.
- Problem solver – Ability to think around a problem and develop solutions proactively.
- Tenacious – Self driven positivity, resilient to knock backs and desire to keep moving forwards.
- Positive team player – happy to take on tasks to promote great business growth.
- Smart – Ability to work smarter through better thinking, prioritisation and time management.

Responsibilities

- Outbound prospecting to education and... sectors to grow monthly revenues.
- CRM Activity – maintaining all customer records for transparency and reporting.
- KPI reporting – Identifying, qualifying and tracking business opportunities and tracking leads will be a daily task.
- Managing pipeline and targets to provide accurate monthly forecasts to management
- Attending industry specific events where relevant
- Monitoring competitive activity and market activity
- Face 2 face and web meeting when valuable



- Maintaining existing customer relationship strategically, to cross and upsell and extend the life of the customer

We are looking for someone with solid experience and a passion for outbound sales. With a genuine enthusiasm for, identifying new opportunities, growing a pipeline and driving targets, you will also care about providing a fantastic service to our loyal customers.

If you are looking for an account management role, this is not for you. If you want to get in the driving seat for sourcing, generating, and closing new business we are excited to hear from you!



PERSON SPECIFICATION
Post Title: New Business Development Executive

	Essential Criteria	Desirable Criteria	Method of Assessment/ Source of Information
Key Skills & Abilities	<ul style="list-style-type: none"> • Attention to detail and quality • Ability to lead & manage staff • Good communication skills • Ability to work with speed and accuracy • Ability to work with other team members as well as on own initiative • Competitive and tenacious 	<ul style="list-style-type: none"> • Ability to prioritise work 	Application Form/Interview
Education & Qualifications	<ul style="list-style-type: none"> • 2 to 3 years in B2B sales 	<ul style="list-style-type: none"> • 2 to 3 years in B2B sales 	Application Form/Interview
Knowledge	<ul style="list-style-type: none"> • New Business Development expectations • Ability to multi-task projects 		Application Form/Interview
Experience	<ul style="list-style-type: none"> • Relevant work history 		Application Form/Interview
Personal Attributes	<ul style="list-style-type: none"> • Ability to work additional hours when required • Good Communication (verbal and written) and interpersonal skills • Good organisational skills • Ability to work under pressure to tight deadlines 	<ul style="list-style-type: none"> • Full clean driving licence 	Application Form/Interview