



Business Development Manager

Remote and/or London

Our company is looking for a business development manager to be responsible for generating leads and meeting sales goals. Duties will include telephone sales, as well as negotiating contracts with potential clients. You will be assigned a group of existing and new clients where you will work with the pharmaceutical companies, inviting them to attend life-sciences events.

To be successful in this role, you will need to be prepared to work for a private, dynamic, and multicultural company. You will be expected to understand the sales process and have superb interpersonal skills. Previous experience in a sales role is an advantage but we will provide a full and comprehensive in-house training. This role requires the ability to work remotely.

Duties

- Understanding and promoting an event conference program (product)
- Generating leads using all available resources
- Answering clients' questions about credit terms, products, prices, and availability
- Meeting or exceeding sales goals
- Negotiating all contracts with prospective clients
- Maintaining company's historical database in a timely and accurate manner
- Preparing weekly reports
- Attending the company events (occasional international travel)
- Conducting competition analysis
- Providing support, where needed of the overall business

Qualifications

- Bachelor's degree in business, marketing, languages, economics, or related field
- Organised, self-motivated and able/willing to work both in the office and remotely
- Experience in sales is a bonus
- Fluency in English, additional languages are a bonus
- Superb interpersonal skills, including the ability to quickly build rapport with customers
- A commitment to excellent customer service
- Competency in Microsoft applications including Word, Excel, Outlook

Additional information

- 21K plus Bonus (up to 32K OTE)

- 22 days of annual leave
- Workplace Pension scheme
- Comprehensive in-house training