

## JOB DESCRIPTION

# Business Development Manager

<b>Employer</b>	PDV Ltd	<b>Reports to</b>	Group Sales Director
<b>Hours</b>	Mon to Fri 9am - 5:30pm (Full Time)	<b>Salary</b>	Competitive + Commission
<b>Location</b>	Sunningdale, The Belfry Business Park, 13 Colonial Way, Watford, Herts, WD24 4WH.		

### The role

To generate sales through new business acquisition across multiple sectors as well as retaining and growing revenue from existing clients in line with agreed targets.

### What you will do...

- Source new sales leads using the internet (Google, LinkedIn, ALF), trade press, business press, industry contacts and CRM system.
- Contact new clients by telephone to sell PDV's direct marketing solutions. To build effective relationships with own clients to encourage new and repeat business.
- Follow a consultative sales process by carrying out a thorough fact find to help establish the client's needs to match the most suitable solution.
- Engage with people around the business to help create the right package for the client.
- Write detailed proposals.
- Arrange and attend meetings (virtual or actual) to develop sales opportunities.
- Build an effective pipeline and forecast accurately.
- Manage client's expectations to ensure we deliver on our commitments to PDV's agreed SLA's.
- Update client information on the CRM system.
- Liaise with the Finance department to ensure that clients remain up to date with payments.
- Communicate with the Account Management and Acquisition teams to ensure that campaigns are delivered within the agreed SLA's.
- Handle all client queries and complaints swiftly and in accordance with the agreed company process.



## You are likely to have skills and experience in...

- Experience in a sales role where you have demonstrated success in selling non-tangible products, ideally with the consumer data marketing sector.
- Strong new business sales experience
- Consultative sales experience
- Experience of working to and achieving challenging targets and KPI's.
- Ability to adapt your style across different functions and levels within a business, dependant on the ultimate decision maker.
- Ability to build and maintain client relationships.
- Have the hunger to succeed and be highly motivated.
- Strong negotiation and proposal writing skills.

**Ready to apply?**

Email your CV to [talent@pdv.agency](mailto:talent@pdv.agency)