

Client Relationship Executive

We're looking for a talented and organised business development specialist to play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.

As part of the sales and marketing team, you'll work to extend our global reach through expert discovery and exploration of new and existing business opportunities and relationships. Our ideal candidate will be trusted to dive right in, take the lead, use initiative and be comfortable making dozens of calls per day. You will be an excellent communicator who enjoys working with different teams, generating interest, handling initial enquiries and qualifying prospects to help build sales, negotiation and communication training solutions for people around the world.

This is an exciting time to join a busy, talented and high-performing team as we expand into new markets both in the UK and globally, and a fantastic opportunity for a salesperson looking for international experience.

Key Responsibilities

- Manage our existing customers' sales pipeline and develop new business opportunities
- Evaluate inbound leads, identify and contact decision-makers and screen potential business opportunities
- Manage outbound cold calling and email campaign follow-up
- Research new and existing accounts, identify key players and generate interest
- Take a lead role in the development of proposals and presentations for new business to create and nurture business opportunities and partnerships
- Route qualified opportunities to the appropriate sales channels for further development
- Strive for and achieve set KPI's

Skills, know-how and experience

Must have:

- Track record of meeting/exceeding targets
- Strong, confident telephone presence
- Proficient with Microsoft tools
- Excellent verbal and written communication skills
- Strong listening skills
- Ability to prioritize and manage time effectively

Preferred:

- Experience of making outbound calls
- Tools such as Salesforce/Hubspot will be used - experience of using these or other CRM/Inbound Marketing tools would be beneficial

What we'll give you in return

- A flat management structure where your creativity and innovations can make a real difference to our performance
- Colleagues with experience, commitment and understanding who are experts in their field and can support, challenge and inspire you to produce your best results
- The knowledge that you're working for a Company that is improving the performance of its clients every day
- Competitive salary and benefits package

The role is currently based remotely, with the long-term requirement to work flexibly which will include attendance at our South Yorkshire office on a regular basis.

To apply, please send your CV with covering letter and current salary details by email to careers@huthwaite.co.uk