

Business Development Manager Job Description

We are iHasco.

We are a leading Health and Safety and HR Compliance eLearning provider. We focus on creativity, quality, and most of all simplicity. Having delivered over 15 million training sessions across the last 15 years, our company continues to grow at an unprecedented pace creating an exciting opportunity to join our Sales team.

Our Core Values

Our values are what we stand for and what matters is how treat each other and our clients. We make it happen, we never settle, we choose right, and we are always smart with heart. We are ready for anything.

The Role

We are currently hiring for Business Development Managers to join our New Business Sales team! Reporting to the Sales Manager, the role will be focused on driving the new business efforts through lead generation and closing the initial order before being passed over to an Account Manager.

This is a great opportunity for individuals who want to consistently hit monthly targets and KPI's to maximise their earning potential.

Duties:

This includes but is not limited to:

- Work marketing leads effectively
- Proactively generate New Business leads through a multitude of media from LinkedIn to telephone.
- Make accurate cost calculations and provide client quotations.
- Gather market and client information.
- Create, plan and deliver presentations professionally, you are the face of iHASCO.
- Negotiate the terms of an agreement and close sales.
- Build effective working relationships internally, working closely with colleagues as needed to bring in new business.
- Ensure that KPI's and targets are met and exceeded.
- Maintain a well-developed pipeline of prospects.
- Attend team meetings and share best practice with colleagues.

Skills/Requirement:

- The ability and desire to sell
- Excellent communication skills with a flawless telephone manner and the ability to build rapport



- Effective written communication skills
- Previous B2B Sales experience
- Proven track record of successfully managing client/customer relationships
- A high degree of self-motivation and ambition
- The skills to work as part of a team with the ability to shine as an individual
- The capability to flourish in a competitive environment
- Effective objection handling and influencing skills
- The ability to analyse your own performance to seek constant improvement
- A positive, never give up attitude and approach to your work.
- Previous experience with sales management software and CRM would be desirable

What you get from us

A competitive salary package along with your birthday off (in addition to a generous annual leave and bank holiday entitlement), a pensions scheme to wellbeing support and a health cash plan, to recognition and incentives, to continuous learning and development, we invest in you holistically.

Coming to work should never be a chore so we, and you, create an environment where you can be at your best. You will be surrounded by great people who care about what we do and have a true sense of purpose. We will continually stretch and grow you - you will never clock watch with us. We will trust you and care about you. We will share our business strategy and there will be opportunities for you to grow your career with us. If you are still reading this, it says our culture is for you. Apply now. Come join us.

For more information send your CV to careers@ihasco.co.uk

