

Looking for a dynamic and rewarding career in Recruitment?

Look no further than Technical Resources!

Business Development Executive - OTE £50K+

As a family-run agency, we are passionate about people. With over 20 years of experience and a commitment to excellence, we have established ourselves as market-leading trusted partners to leading companies across the UK and beyond. Join our team and take your career to new heights with exciting challenges, growth opportunities, and a supportive, collaborative work environment.

We are seeking a highly motivated and driven Telesales Executive to join our team. In this role, you will be responsible for driving business development strategies and meeting revenue targets. This is an exciting opportunity for an outgoing and confident individual to join the recruitment industry and develop their career with a reputable company.

Responsibilities:

Develop and execute business development strategies within the team to drive growth.
Identify opportunities and create new sales leads to meet revenue targets.
Utilize telephone sales, marketing techniques, and networking to attract business from client companies.
Ensure a strong sales approach is completed each week on existing and prospect clients.
Market high-quality candidates to our database across different industries, including F&S, Telecoms & M&E.
Build and maintain a Masterlist of contractors, ensuring growth on a weekly basis.
Achieve personal KPI's, including decision maker calls, manipulated starts, booked meetings, and prospect/suspect growth.
Possess in-depth knowledge of industry-specific value propositions.
Identify customer needs and target accordingly.
Follow CRM processes to ensure a full understanding of the amount of clients/contacts/prospects available to call and provide analysis of this.
Set up and complete business development presentations.
Drive hot leads/leads strategies from the Delivery team and measure success on this.
Host and attend corporate hospitality events when required to improve business relationships.
Negotiate with a strong understanding of "feature/benefit" sales.

Requirements:

- Excellent telephone manner.
- Prior telesales/sales experience is preferable.
- Ability to communicate effectively within a fast-paced team environment.
- Interest in recruitment or sales.
- Driven with a competitive nature.
- Someone who is looking to progress within a reputable company.

If you are an ambitious and driven individual with a passion for sales, apply now and start your journey with Technical Resources. In return, we offer a competitive salary package and the opportunity for fantastic career progression and earning potential.

Job Types:

Full-time, Permanent

Salary: £25,000.00-£50,000.00 per year

Benefits:

- Company events
- Company pension
- Employee mentoring programme
- Free parking
- Referral programme

Schedule:

Monday to Friday

Supplemental pay types:

Commission pay

Performance bonus

Ability to commute/relocate:

Addlestone, KT15 2SF: reliably commute or plan to relocate before starting work (required)

Work Location:

In person