

senior business development representative ●



r//evolution is seeking an experienced, high performing Senior Business Development Representative (BDR) to join their team.

ABOUT THE ROLE

As Senior Business Development Representative your role is to seek out and engage “good fit” companies through strategic prospecting and to nurture them through the sales funnel to conversion. You will also manage r//evolution’s existing leads.

This is a new role and reflects r//evolution’s ambitious growth targets. At r//evolution we know excellent relationships lead to profitable business growth and are believers in relationship selling. You will therefore seek to understand your prospect’s business challenges to determine whether or not r//evolution’s services - predominantly in-bound marketing - will serve as a solution.

When you have identified a qualified prospect, your goal is to nurture the relationship through to a sale. Following a successful sale you will brief the r//evolution client manager to deliver the work.

As r//evolution’s Senior BDR you will be ruthlessly focused on delivering against your targets within r//evolution’s growth strategy. You will work closely with Director, Adam Blenkinsop, who has overall responsibility for Business Development.

Curious about the day-to-day? Here is what you could be doing on a daily basis:

- Use your skills and experience to identify profitable business opportunities and qualify as leads
- Nurture qualified leads through every stage of the sales funnel
- Run productive, focused meetings with prospects and deliver highly effective presentations
- Utilise HubSpot CRM to create a transparent business pipeline
- Work closely and collaboratively with a business director to develop and implement appropriate prospect strategies and plans

Curious if you’re a fit? Here are some of the skillsets that we’re looking for:

- Previous high performing sales experience, ideally in marketing or a similar sector
- The ability and desire to work in a fast-paced challenging environment
- The desire to meet and exceed measurable performance goals
- The ability to create strong business relationships
- A fanatical attention to detail
- Strong organisational and time management skills
- A sharp focus on your goals
- Tons of energy, passion, humour, compassion, and enthusiasm

- An honours Bachelors Degree or similar evidence of skills & competency

In exchange, you can expect to receive the following benefits;

- An excellent hybrid remuneration package (salary plus commission)
- Positive ‘can do’ and ambitious business culture
- Pension
- Health Insurance
- Laptop
- 20 days holidays (plus 3 discretionary days over the Christmas period)
- Gym benefit

GET IN TOUCH

0191 499 8415
more@r-evolution.co.uk