



Business Development Specialist

If you would like an exciting career in business-to-business sales, then Applegate might just be the right place for you. A successful business development specialist will have excellent communication skills, highly motivated, persuasive, resilient and hard working.

Company Description

Established for over 20 years, Applegate has become a leading UK business marketplace, now using Artificial Intelligence to heighten our offering even further. A recent exciting partnership with Europe's leading B2B platform, Europages, has led us to expand our business development team.

About the role

The Business Development role is focused on acquiring new clients for the business, promoting Applegate marketplace and its associated partners. Candidates will be required to:

- Follow up on warm leads from our international partner Europages
- Follow up on prospects acquired through lead generation campaigns run within the business.
- Demonstrate both the Applegate and Europages platform through an online presentation.
- Carry out prospecting activities to generate leads through social media and other online sources.
- Listen to the customers' needs and inform them of relevant packages that may be suited to their business

Key Benefits

- On site gym.
- 33 days holiday (inclusive of bank holidays).
- A range of coffee shops & eateries on site.
- Pool table (*...if you're feeling competitive!*)
- Organised social activities including a great Christmas Party.
- Early finish Friday (*...because we want your weekend to be a real break – you shouldn't take work home with you*).

Additional Detail

- Workplace pension scheme.
- Uncapped commission plan (year one OTE £30k, year two OTE £40k)
- Full time hours (8.45am – 4.45pm Monday – Thursday & 8.45am -3.45pm Fridays).

Full training on the Applegate and Europages platform and products will be provided. Ongoing sales coaching and mentoring will be delivered to help with personal development.

So, if you're looking for a sales role which goes beyond targets and call times, within a business that is interested in your professional development, please apply by emailing hr@applegate.co.uk with your CV and cover letter.