

applegate

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. You will need to be highly motivated, a good listener, persuasive, resilient and hard working.

Company Description

Established for over 20 years, Applegate has become a leading business marketplace, now using Artificial Intelligence systems to heighten our offering even further. But we aren't just about the technology – our staff make our business what it is. So, we think it's important to nurture our colleagues, invest in your personal development and provide excellent progression opportunities.

About the role

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

- Follow up on warm leads, these will primarily be prospective customers who have visited the company web site.
- Follow up on prospects acquired through lead generation campaigns run within the business.
- Demonstrate the Applegate platform through an online presentation.
- Carry out prospecting activities to generate leads through social media and other online sources.

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 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.