

Role: Business Development Manager

Reports to:	Global Sales Director
Team:	Sales and Business Development
Contract Type:	Permanent, Full Time
Location:	Blackfriars Bridge Court, 41-45 Blackfriars Road, London, SE1 8NZ

About Reevoo

At Reevoo we believe that a transparent relationship between brands and consumers is better for both. Over 200 brands agree with us and use our Customer Intelligence, Ratings & Reviews and Social products to engage with, listen to and learn from their customers.

We also believe we can help everyday people make better decisions about what to buy by connecting them with likeminded people. That's why we're always innovating – creating new tools for customers to express their opinions and constantly improving the ones we have.

Role Description

Reporting to Global Sales Director the primary purpose of this role is to create, nurture and close revenue generating opportunities within your target clients. Your target client list may span various verticals and geographies, but as a Business Development Manager you will be expected to win and expand local, regional and global brands.

The role will work closely with our Operations, Product, Technology and Marketing teams to achieve the company's objectives and goals for each client.

You will manage a clean pipeline of opportunities and be required to deliver an accurate forecast and updates on a weekly basis. You will be incentivised to meet and exceed monthly, quarterly and annual revenue targets for new business.

Responsibilities:

- Define and implement the acquisition tactics for each assigned prospect
- Research, connect and pitch to each prospect
- Define the strategy for the expansion of allocated existing regional and global clients
- Share developments and market insights with all internal teams
- Hit all personal monthly, quarterly and annual new business targets
- Record all activity and documents in Salesforce, ensure all sales opportunities are up to date and provide an accurate and reliable forecast on a weekly basis.
- It is critical that you maintain and enhance your own product and industry knowledge in order to be recognised as an expert ambassador for the Reevoo brand
- Ensure that both internal and external relationships are managed to the highest standard of professionalism.



Skills & Experience:

Must have:

- Proven track record in meeting & exceeding personal sales targets
- Proven track record in selling to multi-country enterprise sized companies
- Proven experience of selling marketing or technology software-based services
- Proven experience of success in all elements of the sales process. This includes research, lead development, pipeline management, through to closure
- Highly articulate with excellent written, telephone and presentation skills
- Well presented
- Full clean driving licence
- Must be fluent in English, a second or third European language would be advantageous
- Experience of Salesforce or other enterprise CRM system
- Must be prepared to travel locally and internationally as required.

Competencies and Personal Qualities:

- This role will suit a highly motivated and determined individual that wants to work in a fast-paced competitive tech environment
- Prepared, positive, proactive, accountable, takes ownership but works well as part of a team.

Reevo is an Equal Opportunities Employer.

Please note: we can only consider applicants with the current legal right to work in the UK.