

## **Business Development Executive**

Established in 1994, DBS is a Direct Marketing pioneer with expertise within DM list provision covering postal, telephone, email media channels, data management and full service direct marketing. Our full service market research and an international CATI functions provide unrivalled insight for our clients and great selectivity to our data. Our work is all about partnerships!

Employees, investors, partners, suppliers and clients all partners engaged with a common vision, dedicated to developing unique and effective information solutions that encompass lists & data, analytics, data management, research and fulfilment - all driven by the desire to exceed expectations.

### **Job Specification**

Due to continual growth and an exciting pipeline of product developments, we are recruiting for Business Development Executives based at our Chelmsford Head Office.

We are looking for a strong self-starter to further business opportunities and actively increase revenue.

You will be responsible for creating, managing and closing lucrative solutions. Can you overcome challenges and think outside the box? If the answer is yes, you could propel yourself into an ambitious and rewarding career- who knows you could soon be working towards a variety of senior management positions.

The culture is hard-working, friendly and entrepreneurial.

Responsibilities as a Business Development Executive:

- - Identify and develop new sales prospects and drive the sale of all products;
  - Attend meetings and pitches with senior colleagues to build knowledge of DBS offering.
  - Progress to conducting prospect meetings independently.
  - Conduct telephone and face to face client meetings.
  - Build a robust pipeline of opportunities;
  - Hit and exceed sales quota.
  - Ability to accurately forecast based upon realistic opportunity assessments.

### **Candidate Specification:**

At DBS we believe in instilling our team with the skills needed to succeed and as such we are an accredited Investor in People. We also set the bar high when we recruit. The successful candidate will be:

- Proven sales person with 'hunter' attitude and demonstrable experience.
- You will have good written and verbal communication skills, and the ability to build strong relationships with clients and staff.
- Experience of managing full sales cycle from lead generation to delivery.
- At least 2 years experience of selling into senior marketing professionals (CMO level)
- Resilient - can show strong examples of resilience inside/outside the workplace
- Wants to work in a target driven sales environment

### **The Package**

- Competitive salary
- Excellent OTE
- Full bespoke training
- Company Holidays
- Nights out / social events- all expenses nights out!

To apply, please email your CV and covering letter to:  
[n.pattni@dbldata.co.uk](mailto:n.pattni@dbldata.co.uk)