

Lead Generation Executive – Job Description

Established in 1994, DBS is an industry leading Data Solutions pioneer. We work with some great brands like BT, Legal & General, ALLSAINTS, B&Q and we are on the hunt for talent to help us win more clients. Our work is all about partnerships! Employees, investors, partners, suppliers and clients are all partners engaged with a common vision, dedicated to developing unique and effective data solutions that encompass 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 Lead Generation 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 lucrative opportunities, before passing them on to our experienced Account Management team. Can you overcome challenges and think outside the box? If the answer is yes, you could propel yourself into an ambitious and rewarding career. Successful Lead Generation Executives will have the opportunity to progress into various roles within the company. The culture is hard-working, friendly and entrepreneurial.

Responsibilities as a New Business Executive

- Prospect via the phone for new businesses to identify opportunities for DBS's data solutions.
- Develop opportunities to a level where a senior sales member can quote and close business.
- Achieve and exceed KPI's based on calls made and passed on to the team.
- Develop an active pipeline of prospects for the senior sales team.

Candidate Specification:

At DBS Data 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:

- Have the desire to make high volumes of daily calls over a sustained time period, to meet the KPI's set by management.
- Be keen to learn in a fast-paced sales environment, with the ability to overcome obstacles.
- Have good written and verbal communication skills, and the ability to build strong relationships with clients and staff.
- Have good working knowledge of Microsoft Office products
- Be resilient and can show strong examples of resilience inside/outside the workplace
- Want to work in a target driven sales environment

The Package

Competitive salary with Performance bonuses

Full bespoke training

Company Holidays

Nights out / social events

Part of an exciting environment

To apply, please email your CV and covering letter to: Nathan.r@dbsdata.co.uk