



Job Title

Business Development Executive

About Us

Campaign Master (UK) Ltd. is a leading email marketing software and services provider. We provide a robust, reliable email marketing application for marketers to build and launch their campaigns, along with a CRM and online survey builder.

We are looking for personable people to join our friendly, hardworking team and to grow our portfolio of fantastic clients.

No previous sales experience is required (as we provide ongoing training) although some telesales experience is advantageous.

Our team work from our HQ in Harrow on the Hill in clean, modern, air-conditioned offices where unlimited refreshments in our open kitchen are free of charge.

You will also enjoy 25 days annual leave in addition to UK bank holidays.

Great transport links are on our doorstep as we are based in the heart of a bustling town centre.

If you enjoy a bit of golf putting or table tennis, we have those too!

Role and Responsibilities

Your focus is to generate qualified, new business meetings for the BDMs to follow through with and win new business.

Your duties will include:

- **Sourcing leads and maintaining your own sales pipeline using our CRM**
- **Qualifying and generating new business meetings via cold calling, trade shows, sales team events and marketing campaigns**
- **Contacting prospects daily via various outreach methods including telephone and email**
- **Writing clear, concise emails to prospects**
- **Assisting the BDMs with follow up sales processes**
- **To consistently maintain high call activity with a view of booking discovery meetings and demos**
- **Providing weekly and monthly forecasts or as requested**

Position Type

Full time
37.5 hours per week

Department/Group

Sales

Location

Harrow on the Hill,
North West London

Level/Salary Range

Negotiable and dependent
on skill and experience

Benefits

- Uncapped and unlimited commission
- Company pension
- 25 days annual leave in addition to UK bank holidays
- Unlimited, free refreshments
- Modern, air-conditioned offices
- Ergonomic chairs
- Excellent transport links
- Table tennis and golf putting in office
- Excellent growth potential

Role Requirements

No previous experience of our industry is required. You will be selling a world class email marketing solution, so digital marketing should be of interest to you. You will be trained on how to use our applications in order to sell the benefits of working with Campaignmaster to a range of marketing professionals.

You will receive ongoing coaching from your colleagues and managers on how to do so.

You should be PC literate with the ability to use Microsoft Office to a good standard. You should have a clear, articulate telephone manner and great English verbal and written skills. You should be comfortable in conversing with varying levels of marketing and IT staff, being polite and courteous and able to build a good rapport quickly.

Additional Notes

We are looking for enthusiastic, pro-active, rapport building sales people who enjoy speaking with prospects and understand the importance of generating new business meetings. Successful candidates have the opportunity to progress into a Business Development Manager role.

Applications Accepted By E-Mail: hr@campaignmaster.co.uk

Subject Line: Business Development Executive



www.campaignmaster.co.uk