

## **Job Description: Business Development Executive**

We are seeking a dynamic and results-driven **Business Development Executive** to join our team. The ideal candidate will be responsible for identifying new business opportunities, building client relationships, and driving revenue growth through strategic sales initiatives. This role requires excellent communication, negotiation, and networking skills.

### **Key Job Responsibilities:**

- Identify, qualify, and generate new business opportunities through networking, cold calling, and market research.
- Develop and maintain strong relationships with prospective and existing clients.
- Understand client needs and provide tailored solutions to meet business objectives.
- Collaborate with internal teams (marketing, operations, product, etc.) to align business development strategies.
- Prepare and deliver compelling presentations, proposals, and pitches to potential clients.
- Achieve and exceed sales targets, revenue goals, and business growth objectives.
- Monitor industry trends, market activities, and competitor strategies to identify opportunities.
- Maintain accurate records of sales pipeline, client interactions, and reports using CRM tools.

### **Candidate Skills:**

- 1–3 years of experience in sales, business development, or a client-facing role (experience range can be adjusted).
- Strong communication, interpersonal, and presentation skills.
- Confident telephone manner as cold calling is an important part of the role.
- Proven ability to meet and exceed targets in a competitive environment.
- Excellent negotiation and problem-solving abilities.
- Self-motivated, proactive, and able to work independently as well as in a team.
- Familiarity with CRM software and MS Office Suite.
- Exposure to either Financial or Fintech sector (preferred but not essential)

Salary £30,000 – £35,000 per annum



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