

Business Development Specialist (PT)

Salary: Competitive, dependent on experience.

Hours: Part time, 15-20 hours per week with flexibility.

Location: Warwick. Work from home with occasional travel to office.

Moasure is an exciting start-up company and we are on a journey to revolutionise the way we all measure, both at work and in our homes. We have created technologies that are already redefining the way professionals measure up properties and outdoor spaces and we're looking for an experienced Business Development Specialist to join our team.

The Role:

We are looking for an individual who ideally has experience in business development in the technology and products industry or similar, with a passion for technology.

Key Responsibilities:

- To follow up and chase up existing sales leads.
- To generate and respond to new sales enquiries (via email/phone), arranging initial video calls to establish requirements.
- Prospecting companies that fit the organisation's target profile.
- Handle prospective customers from initial lead to closing the sale.
- To undertake desktop research to profile potential customer groups.
- To liaise effectively with internal and external stakeholders where required.
- Build strong working relationships with all external businesses, identify new relationships to be fostered.
- Understand and promote the company's products, whilst identifying areas of business improvement opportunities, feed back to the senior team where necessary.
- Understand, digest and disseminate technical knowledge and be able to apply and explain to businesses when selling or responding to leads or enquiries.
- Promote the company and brand when liaising with external parties.
- Ensure that accurate and detailed information is disseminated to all leads and enquiries, ensuring all their needs are met to a high standard.
- Provide effective after sales support where required.

The successful candidate will also meet the below requirements.

Essential Skills and Experience:

- Experience & passion in business and/or personal life of using technology products.
- Experience in selling a relatively technical product/solution in a B2B market.
- Experience in identifying leads and business opportunities.
- Using tenacity to chase and follow up on sales profiles.
- Comfortable in selling via email, video calls and telephone (minimal face to face opportunities presently).
- Experience of liaison with external stakeholders where required.

- Excellent interpersonal and communication skills (written and verbal).
- Experience of developing relationships with business leaders and other stakeholders.
- Presentation skills.
- Ability to work effectively across multiple teams, whilst being a strong team player.
- Self-motivated and innovative.
- Comfortable working remotely and as part of a remote team.
- Interested in both the business' and own personal development.

Desirable Skills and Experience:

- Technical Sales Experience.
- Results driven with a flair for business development.
- Experience in a B2B technology product industry or landscaping/property industries.
- Evidence of successful lead generation and opportunities identified/followed up on.

Additional Information & Benefits:

- 25 days holiday + bank holidays (pro rata for part time employees).
- Flexible working with hybrid home/office working.
- Generous profit share bonus scheme.

How to apply:

If you feel that your skills and experience would be an asset to the Moasure team then look no further. Please submit your CV and covering letter, explaining your interest in the role and your relevant skills and experience.