

Business Development Manager - Digital Marketing

If you are looking to join great people in an ambitious commercial team that's looking to grow its client-base, this could be the perfect role for you. Please make your application and tell us why you think you would be a great fit for this role.

Reputable online news platform, Bdaily, is looking for an enthusiastic Business Development Manager to help grow its commercial clientbase.

The right individual will have experience in outbound sales and will be eager to sell a digital proposition including email marketing, web advertising, social media services and content marketing options to clients sourced and won as part of a full outbound sales process.

This role will centre on finding and winning new business and managing new and existing key clients, with monthly revenue targets.

You will have responsibility for:

- Identifying, approaching and converting new clients
- Selling a range of digital marketing options both regionally and nationally
- Achievement of personal monthly revenue targets
- Representing the business at networking events and by prospecting via telephone, email and in face-to-face meetings
- Account managing new and existing key clients
- Helping to develop the commercial proposition and strategy of the business, as part of the wider team

This is an exciting and rare opportunity to not only join a business looking to expand its presence, but also to directly influence its commercial direction. This will include helping to shape a significant new offering planned for early 2021.

This position is designed for someone who likes to deal with people; someone who is excited by the prospect of managing their own time with the ultimate goal of hitting agreed sales targets. You should be motivated by change and driving improvements and want to work with a small but highly dedicated sales team.

We currently operate a hybrid working model which includes a mix of working from home and from the office.

The position includes uncapped commission on sales in addition to the basic salary. You will work in a business that values its staff and their contribution.

If this sounds like the kind of challenge you are looking for, please make your application to let us know why you would be the perfect person to grow the sales operation of this business.

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Bdaily Limited - Newcastle-upon-Tyne
Salary £25,000 plus uncapped commission
Permanent