

Business Development Executive

Altitude Group PLC - Nationwide

£18,000 - £50,000 (OTE) a year

The Company

Altitude Group PLC is set to explode its growth across the UK. Operating in the promotional products market, we are launching a series of new ventures set to disrupt the industry. With our technology built we now plan to aggressively launch our products into the market. To help achieve our ambitions, we are looking for a team of bright, motivated and hungry graduates to join and help us maximise our business outreach.

What we're looking for?

- Fantastic interpersonal skills
- Desire to learn key business skills fast and to put these into action
- Motivated self-starters, target driven and willing to go beyond
- A keen desire to help our company achieve explosive growth
- An ability to strategise and identify new opportunities for future success
- An eagerness to take on the responsibility of representing the company with business owners, Marketing Directors and senior client contacts
- Ideas people who love communicating ideas and sharing knowledge

Key Responsibilities

- Driving company growth by identifying, contacting and closing deals with both large and small companies
- Meeting with clients face to face to understand needs and give product presentations/demonstrations
- Being a consultant and advisor to prospects on what products will work well and benefit their organisation
- Meeting and beating sales targets as set by the management team
- Using your Business Development skills by representing the company to clients in a consultative, professional manner
- Managing your own diary to follow up on business leads and opportunities
- Ownership of your own territory, where you will ID and build your own accounts, competing against other territories for frequent incentives

What is on offer?

- Ipad and mobile
- Extensive training
- Fantastic progression opportunities
- Working in a collaborative, tight-knit sales team

*This is an incredible opportunity for **Ambitious, Aspirational and Inspirational** grads to start their career with one of the UK's fastest growth companies. If this Business Development Executive job is ticking all the boxes, apply today!*

Job Type: Full-time

Salary: £18,000 to £50,000 (OTE)/year

Required education:

- Undergraduate Degree

To Apply

Please send your CV and a covering letter to hr@altitudeplc.com explaining how you can help the success of the business