

# Business Development Caller

Nottingham, UK



# About the role

We're looking for someone who is passionate about sales and has the necessary verbal communication skills to speak with high-level decision makers within large corporations. Our customers are some of the world's biggest corporate businesses within the financial, pharmaceutical and engineering sectors. We support L&D teams within these large organisations; supplying them with internal training tools and software platforms that are deployed across multiple countries. Our Business Development Callers play a vital role; winning new business for BYG by generating interest in our range of bespoke solutions and securing meetings for our Account Managers.

## What does this role involve?

- Making outbound cold calls to corporate clients to secure meeting appointments for our Account Managers
- Consistently meeting KPIs for calling numbers, securing meeting appointments and generating qualified leads
- Using efficient and effective client research techniques to proactively gather commercial intelligence
- Following strategic direction for client accounts, and communicating any gathered intelligence back to the team to strengthen individual account strategies.

## Our successful candidate will have...

- Strong B2B outbound calling skills
- A proven ability to secure meetings for Account Managers/Sales Consultants
- Experience of generating interest in high-value services or solutions
- The ability to connect with and speak to high-level corporate decision makers
- A consultative approach to telesales
- Proven ability to meet sales targets, generate leads and manage your own pipeline
- A background in technology/creative/solutions sales is extremely beneficial, but not essential.

# Benefits

- **Holiday:** you'll get 31 days of paid holiday per year (inc. bank holidays) and the office is closed between Christmas and New Year.
- **Development:** our management team provide support to each individual in their professional and personal development. We have an in-house training programme and assign each new employee with a mentor to help them learn the ropes.
- **Pension:** all our staff are auto-enrolled into the Company pension scheme.
- **Events:** our awesome events committee lovingly organise monthly fundraising and social events to get everyone together and raise money for some fantastic causes. We also host an annual summer BBQ at the MD's house and put on a cracking Christmas party.
- **Recognition:** we hold 'employee of the quarter' awards which are voted for by your peers. The 3 people with the most votes get a lovely bonus.
- **Location:** with great transport links, we're just a 15 minute tram ride or 10 minute drive away from Nottingham city centre. The office is just across the road from the Nottingham University Park campus; a beautiful green space with a lake, art gallery and cafe.
- **Food:** we're pretty food-obsessed here at BYG and are lucky enough to have some very talented bakers in our midst. You need some good willpower to avoid that sugar temptation. Oh, and it's tradition to bring in cake on your birthday.
- **Gym:** if you fancy getting fit after all that food, then you're in luck! All our staff get a corporate discount at all of Nottingham City Council's gym and fitness facilities, the nearest of which is just a few minutes walk from the office.
- **Childcare:** if you're a parent and want to save money on your childcare costs you can sign up to our Childcare Voucher Scheme.

# What happens next?



If you love the sound of this role please send us your CV, telling us more about yourself and why you're interested in the role. And if you'd simply like to know more or have an informal chat please just call Alice Eagleton on 0115 925 2221 or drop us any questions to [jobs@bygsystems.com](mailto:jobs@bygsystems.com)

And if it's not for you –can you think of someone this job could be perfect for? If so please do forward the details on to them!

## Let's connect

In the meantime, why not check us out on [Twitter](#) or [LinkedIn](#)?