

Business Development Manager

Polimonitor is expanding in 2024, with sustained growth in 2023 and a strong pipeline in place the business is looking for a business development manager to join the business.

This role will be expected to identify and sell our range of services to leading public affairs professionals in the UK.

Whether through cold calling or visiting client locations, they will need to try various means to acquire new accounts. The role is a mix of office based and face to face meetings and the successful candidate will be expected to manage their own diary. Leads will be generated by self-sourcing, a defined prospect list & via targeted marketing activity. This role is not expected to carry out any account management tasks.

Working in a commercial team of 4, this role is essential in supporting the growth ambitions of the business.

Team culture

The Business Development Manager will join a small, dynamic business development team, working closely in a collaborative environment. Individual team members work hard and collaboratively to hit or even to exceed revenue goals. We are focused on the team win and celebrate individual and team success together. The role will be based at our London office in Westminster with hybrid working arrangements. We are therefore looking for a candidate who can work autonomously and in a team.

The responsibilities:

- Identify and contact prospective clients, maintaining a strong pipeline of opportunities.
- Generate leads and schedule meetings through attending networking events, conferences, use of your own network etc.
- Work with wider team to prepare and lead pitches and introductory calls.
- Prepare proposals, handle negotiation processes and close opportunities.
- Present and position Promonitor's service over the phone and in face-to-face meetings (some travel in UK will be required).
- Keeping sales pipeline up to date (Hubspot).

The person:

- 3+ years of experience of outbound B2B sales and generating new business.
- Excellent communication, interpersonal skills and strong client service ethic.
- Proactive team player who can use their own initiative to develop a strong pipeline, whilst supporting wider colleagues in a collaborative environment.

- Commercial skills and business acumen.
- Proven success in hitting and/or achieving revenue targets and quotas.
- Excellent relationship building, negotiation skills, and presenting abilities.
- Desire to learn and develop with drive and “self-Starter” attitude.
- Impeccable time management and organisational skills.
- Exposure to Hubspot or other CRMs
- Interest in politics is a plus.

Benefits

- 25 days’ paid leave plus bank holidays, pension plan, discretionary bonus and competitive pay.
- Normal working hours 8:30am - 5pm.

Application Details

Please send CV and short (2-3 paras) covering letter to hr@polimonitor.com