

Job Title: Business Development Executive

Are you a dynamic and results-driven individual ready to drive growth and success for our company in Manchester? Join our forward-thinking IT firm and play a pivotal role in expanding our business horizons.

Company Overview:

We are an innovative IT company committed to pushing the boundaries of technology and delivering cutting-edge solutions. Our diverse and collaborative team thrives on innovation and excellence.

Key Responsibilities:

As a Business Development Executive, your primary responsibilities will include:

1. Identifying new business opportunities and potential clients.
2. Developing and implementing effective sales strategies to meet and exceed targets.
3. Building and nurturing client relationships through effective communication and rapport building.
4. Conducting market research and competitive analysis to identify trends and opportunities.
5. Collaborating with the marketing team to create compelling sales materials and campaigns.
6. Participating in networking events, conferences, and industry forums to expand our reach.
7. Providing regular reports and updates on sales progress to the management team.

Qualifications:

To excel in this role, you should possess:

- Proven experience in business development or sales (please provide a track record of achievements).
- Strong negotiation and communication skills.
- A proactive and self-motivated approach to achieving targets.
- Familiarity with CRM software and sales tools.
- Excellent teamwork and collaboration skills.

What We Offer:

- A competitive salary with performance-based incentives.
- Comprehensive benefits package.
- Opportunities for continuous learning and professional growth.
- A supportive and inclusive work environment.
- Exciting challenges and opportunities to make a significant impact.

Location:

Our office is conveniently located in Manchester, offering a vibrant urban environment surrounded by natural beauty.

How to Apply:

If you are ready to take on an exciting role in business development and contribute to our company's growth, please send your resume and a summary of your achievements to hr@healthgenicsolutions.com Please use "Business Development Executive Application - [Your Name]" as the subject line.

Join us in shaping the future of our company and expanding our horizons. Apply today to be a valuable part of our dynamic team in Manchester.