

## **Business Development Executive 1 year Placement Opportunity (Based Rochdale, North Manchester)**

### **The Opportunity**

- WCCTV are looking for outstanding, bright and motivated undergraduates who are looking for a challenging and diverse placement in an SME business environment.
- The successful candidates can expect to receive comprehensive training, coaching and support.
- You will enjoy a 'hands on' role which requires you to multi-task between a variety of duties.
- WCCTV is committed to the success of its employees and demonstrates this through our achievement of Investors in People.
- One year, full time placement Monday to Friday 8.30am – 5.30pm

### **Duties will include:**

#### **New Business Revenue and Appointment Generation**

- To source potential new customers using a number of sources including internet, trade journals, in-house data-base and external lead generation data base.
- To contact companies to establish needs, determine decision maker and present how WCCTV's products and services can support the customers' needs.
- To arrange qualified appointments with the appropriate contacts in organisations for the external sales team.
- Collate and communicate information gathered during the sales telephone call to the respective field sales person and input onto the company in-house system.
- To be aware of and develop commercial opportunities for the company at all times.
- Generate outbound calls in excess of 60+ per day.

#### **Sales Planning**

- In conjunction with the line manager plan and deliver the monthly activity and targets.
- Plan daily, weekly and monthly tasks to ensure selling time is maximised and activity and revenue targets achieved.
- To actively build and develop relationships with new and existing customers.

#### **Sales Administration**

- To ensure that all business is negotiated on the best possible commercial terms.
- To complete the administration of the sales function and processes including updating the customer data base.



- Provide feedback from customers regarding competitors or feedback on our product offering to the line manager/national sales manager.

### **Customer First**

- To provide additional support for customers as required, for example incoming sales calls, technical support and customer services depending on office staffing levels.
- To pass on leads to other sales offices/sales teams as appropriate.
- Any additional duties within the level of competence as requested by the managers or directors of the company.

### **You: the successful candidate must be...**

- Energetic and enthusiastic with the ability to communicate at all levels.
- A 'hands on' approach with a 'can do' attitude.
- You are likely to be studying for a Business related degree.

### **How to Apply:**

Please send your CV and covering letter on why you are interested and should be considered for this placement to [humanresources@wcctv.com](mailto:humanresources@wcctv.com).

**WCCTV is an equal opportunities employer and encourages applications from a broad range of backgrounds.**