



ZIPAVID

Business Development Manager
Birmingham
£34K OTE

Company Values:

Passion & Drive

Pursue Growth & Strive to Learn

Be Adventurous, Creative, Fun and Open Minded

Champion Sustainability, Accountability and Responsibility

JOB DESCRIPTION

For the right Business Development Manager, this is an exciting opportunity to become an early member of our sales team in an ambitious tech start-up.

We are looking to recruit savvy Business Development Managers to support and help us to deliver our vision. As a growing tech start-up, we are looking to grow the sales team organically with individuals who are fully committed to the company and our values. Whether you are at university or in need of a full time job opportunity, or a part time summer job, if you believe in our values and have the drive to make money then we want you on our team.

With a lucrative commission structure, and flexible working patterns, you could potentially earn up to £34,000 in your first year and if you're a real go getter, then you can top that with our uncapped commission structure.

The ideal person for this role must have:

- At least 2 years experience in a sales or business development role.
- Experience in a startup is preferable
- An insatiable drive to succeed and obsessive about achieving results!
- Excellent written skills and can write personable, persuasive and professional emails

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- Natural ability to persistently motivate yourself and others by being a great team player!
- Good organisational and time management skills
- Strong IT skills & experience using CRM systems as you'll be expected to juggle multiple tools
- Show commercial awareness and are KPI driven
- Capacity to multi-task and think on your feet
- A degree from a good university or equivalent experience
- Fluency in at least 1 other European language such as French, German, Spanish, Dutch or Italian is a plus but not essential

What the role involves:

- Promoting the Zipavid Platform to small businesses
- Communicating with clients via email, telephone and face to face
- Delivering exceptional customer service to all clients
- Working towards a monthly target

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