



# ZIPAVID

**Business Development Manager**  
**London**  
**£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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