**POSITION:**Business Development Manager (New Logo)

**SALARY:**Great package offered OTE £40K with uncapped commission (£25K basic)

**BENEFITS:**Company Pension, Laptop, Company Car/Car allowance, Mobile Phone

**LOCATION:** Office Based (Midlands)

**ABOUT US**

KeyOstas has been operating since 1984 and depicts quality and drive in ensuring its Health & Safety training services are delivered to the highest standard and understood by all who attend. Throughout our period of operations, we have garnered an exciting and excellent portfolio of clients who value our services.

Our client portfolio is a collective of organisations whom we deliver common goals of ensuring that we benefit all in creating and customising training courses to meet their needs and delivered to an incredible benchmark. Our courses receive high customer satisfaction ratings and are amongst the best in the marketplace, delivered by a team of passionate, professional, adaptable trainers.

Our very reason to be is to deliver training where delegates receive not just the certificate, but also the skills and self-assurance to make a difference in their chosen vocation.

**ABOUT THE ROLE**

We are looking for an outstandingly driven, commercially astute, new logo acquisition Business Development Manager for a new role, created as part of our ongoing organic growth strategy of enterprise level clients.

The ideal candidate will have deep experience within new logo sales. You will also have a proven track record of both, developing under-performing accounts and winning significant new logo business. You will recognise yourself as a self-starter, who is highly target driven.

**ROLE RESPONSIBILITIES**

* + Guided by the Sales & Marketing Director but with autonomy to develop a strategy and program to target and close new logo customers.
  + Development of cross-sell within a stable of accounts which have been onboard for a defined period of time but are presently under-developed, to generate profitable growth.
  + Coordinate all internal resources necessary for successful proposals / pitches to target customers including Marketing, Pre-Sales, Product and commercials.
  + Be constantly in control of the entire sales process including pipeline, forecasting, proposals and reporting both in person and CRM from first conversation to close
  + Take full ownership of territory, including researching, planning and networking

**ROLE REQUIREMENTS**

* At least 5 years’ experience in New Logo Business Sales
* Strong passion for nurturing sales relationships with customers.
* Deep experience in strategic and solution selling with the ability to lead a customer pitch as necessary
* Ability to liaise and communicate up to and including ‘C’ suite level contacts
* Familiarity of using IT including Microsoft stack, especially Teams