

<u>Job Title:</u>	Business Development Executive
<u>Location:</u>	London (office based)
<u>Reports to:</u>	Director of Business Development
<u>Salary:</u>	£30,000 basic + Commission (£60,000 OTE)

Company Summary:

Live-in Guardians is the market leader in vacant property protection; through our Guardianship model. We work with property Owners of all description to protect their properties by placing young professionals and key workers in these properties as Guardians to live.

As long as a property is structurally sound, we carry out the required fit-out works to ensure it is habitable and meets all Health and Safety requirements. The properties can range from offices, former schools, pubs, police stations, churches, flats, houses etc.

We also secure properties on a short-term basis by placing **Live-in Caretakers** on-site as this provides a 24/7 security presence serving as a deterrent to any unauthorised visitors. All caretakers are ex-service men (British Military) and SIA Licenced.

Now in our twelfth year, we are always looking for talented individuals to join our team who are keen to work in an alternative sector that is very progressive.

Job Summary:

As a Business Development Executive, you will be responsible for developing sales opportunities within existing markets and exploring the potential in new ones. To be successful in your application a positive attitude is a must. We are looking for someone to join a dynamic team.

What you will be doing:

- Finding and qualifying new business sales opportunities.
- Using online sources to research suitable target companies.
- Contacting potential new clients using phone and email to gauge interest and plan meetings.
- Working with our marketing manager to research new markets.
- Following up and qualifying inbound leads.
- Analysing results & developing new approaches to maximise success.
- Attending networking opportunities including conferences and industry events.

- Maintaining meaningful relationships with existing clients to ensure that they are retained.

What we are looking for:

- A highly motivated individual who thrives on finding & developing new business opportunities.
- 12/18 months of sales experience from lead generation and cold calling.
- An organised self-starter.
- Someone who can demonstrate experience of building good professional relationships with prospects & colleagues alike.
- A results driven individual who can work on their own initiative.
- An adaptable, strong communicator who is resilient.
- Computer literate, especially with a CRM system.
- Analytical person with some experience of reporting.
- Comfortable with researching markets and sectors or who has had experience working within similar industries.
- Email marketing campaign experience is preferable but not essential.
- Background experience generating leads within either the construction or logistics industries would be extremely useful but is not essential.
- Driving Licence would be desirable.