

# Job Advert – Business Development Executive

**Location:** Worcester with travel to customers' locations

**Terms:** Permanent Full-Time

**Salary:** £25-30K plus commission

## About the Role

You will play a key role in developing new customer relationships to grow profitable sales. The role of Business Development Executive focuses on new account acquisition including customer retention by understanding the key business objectives of customers and prospects and their future plans. You will produce accurate customer quotes demonstrating correct usage of pricing and discount models whilst also attending client meetings with Account Managers. A key part of your role will be to understand Quanta's value proposition, how it fits in the marketplace and clearly communicate this to customers and prospects.

## Requirements

- Developing the sales funnel and nurturing opportunities to closing of order
- Working with clients to understand their business challenges. Consulting with them to identify, understand and refine their requirements and provide solutions that will help them to develop the capabilities of themselves and team.
- Identifying and liaising with key stakeholders internally and externally
- Working in collaboration with other team members
- A strong consultative sales focus
- Strong clear communication skills
- Relationship skills.
- 1-3+ year's successful experience in a similar role (B2B)
- Communicate effectively and articulately in all mediums
- Have the ability to solve problems and issues with minimal management assistance
- Be able to take instruction and work with a degree of initiative and autonomy

As a professional development company, Quanta will offer you dedicated training enabling you to fulfil your potential. If you think the role sounds like you or you're keen to understand more than please get in touch.

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## About Quanta

Quanta has been a major player in the Training and Development world in the UK for over 30 years. The width and breadth of our portfolio goes all the way from Technical IT, where it all started back in the 90s, through a Best Practice Portfolio of Project, Programme, Portfolio Management, Agile and Scrum, IT Service Management, all the way to an extensive Personal Development and Leadership offering.

Our customers are from 4 main divisions: Defence, Healthcare, Central Government and our extensive Corporate client base. Many of these household names have been with us from the start. We pride our services on our second to none customer service, which is one of the cornerstones as to why clients come back to us year on year and also why Quanta has lasted the test of time.

Quanta is all about developing people giving them the skills they need to excel at their jobs and lead rich and fulfilling lives. This is at the heart of both the training we deliver in the classrooms and the ethos of the company itself in developing our staff. We are viewed by our customers as a valued partner, not just a training provider.

## Benefits

- 25 days annual leave plus UK Bank Holidays
- Long Service Reward of up to 5 extra days holiday
- Contributory Company Pension
- Access to training and development to refresh or enhance your current skillset
- Member of Cycle Scheme
- Part of the Armed Forces Covenant
- Free parking at Worcester HQ

