https://poterbymedia.com/careers/business-development-executive/

Business Development Executive

Hiring organization
Poterby Media

Employment Type
Full-time

Date posted
June 9, 2024

Description

About Us: Poterby Media is a dynamic and innovative media company dedicated to creating engaging content and cutting-edge digital solutions. We value creativity, collaboration, and excellence, and we are looking for a passionate and driven Business Development Executive to join our team. If you thrive in a fast-paced environment and have a knack for building strong business relationships, we want to hear from you!

Position Overview: As a Business Development Executive at Poterby Media, you will play a critical role in driving the company's growth by identifying new business opportunities, building strong client relationships, and developing strategic partnerships. You will work closely with our sales and marketing teams to create and implement strategies that enhance our market presence and expand our client base.

Responsibilities

Key Responsibilities:

- Identify and pursue new business opportunities to achieve revenue targets.
- Develop and maintain strong relationships with clients, partners, and stakeholders.
- Conduct market research to identify potential clients and industry trends.
- Create and deliver compelling sales presentations and proposals.
- Collaborate with the marketing team to develop and execute lead generation strategies.
- Negotiate and close deals, ensuring terms are aligned with company goals.
- Monitor and analyze sales performance metrics to refine strategies and improve outcomes.
- Attend industry events, conferences, and networking opportunities to expand professional network and promote Poterby Media.
- Provide regular reports on business development activities and progress to senior management.
- Stay updated on industry developments and competitors to maintain a competitive edge.

Qualifications

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field.
- 3+ years of experience in business development, sales, or a related role.
- Proven track record of achieving sales targets and driving business growth.
- Strong interpersonal and communication skills.
- Excellent negotiation and presentation abilities.
- Ability to work independently and as part of a team.
- Strong organizational and time management skills.
- Proficiency in CRM software and Microsoft Office Suite.

- Analytical mindset with the ability to make data-driven decisions.

Job Benefits

What We Offer:

- Competitive salary and commission structure.
- Comprehensive benefits package.
- Flexible working hours and remote work options.
- Opportunities for professional growth and development.
- A collaborative and supportive work environment.

Contacts

How to Apply: If you are a proactive and results-oriented professional with a passion for business development, we would love to hear from you. Please submit your resume, cover letter, and a list of references to Careers@poterbymedia.com with the subject line “Business Development Executive Application – [Your Name].”

Join us at Poterby Media and help us build lasting relationships that drive our success!