

Business Development Manager

We are an ambitious business and want to grow organically across all territories and all markets. This role is for a new business hunter and account manager to help CR Worldwide achieve its growth targets by winning and closing new business and identifying opportunities for growth and cross selling in existing client accounts.

This role is rewarded with an uncapped commission structure.

Candidate profile

Part of what makes CR Worldwide as successful as it is are the highly motivated people who work here, their enthusiasm for the company and for the industry and for their 'can do' attitude. We recruit individuals whose honesty, integrity, initiative and creative approach to problem solving shines through.

An inspiration to your colleagues, you are a tenacious, driven and highly motivated sales professional with a proven record of success in the B2B selling environment with experience of selling to Blue Chip companies at Director level, with a strong empathy for people.

Hungry for success and with a committed motivation to getting things done, you always place the client at the centre of everything you do.

Role and responsibilities

- Develop new business relationships, generate and negotiate new income for CR Worldwide to an agreed annual target of invoiced revenue, which will be expected to increase year on year.
- Actively and successfully manage the sales process: lead generation; credentials pitch; qualification of the revenue, solution pitch; negotiation; close
- Individual responsibility for generating and winning new business from leads generated by marketing and internal telemarketers, and is expected to self-manage, however, will be part of a sales team.
- Responsible for own lead generation through cold calling; also responsible for identifying suitable companies and industries to target.
- Present the company to potential clients through direct communication in face to face meetings, exhibition attendance, telephone calls, emails, etc
- Responsible for own appointment setting.
- Managing and maintaining a pipeline and ensuring all sales administration is current using the company sales processes and database
- Manage and review proposals and presentations prepared by support teams.
- Effectively interact with the MyRewards and Events departments including the account management and technical team when handing over campaigns ensuring you fully and correctly brief in all aspects of the campaign
- Act as a company representative at industry events / tradeshow / etc, professional manner and polished appearance is necessary to aid the intention of gaining new business leads and contacts
- Possess drive, motivation and attention to detail in ensuring all sales are qualified and followed up
- Thorough understanding of clients marketing objectives including their Return on Investment (ROI) objectives
- Responding to tenders and requests for information in a timely manner
- Keeping abreast of issues affecting the motivation and events industry and collecting competitor intelligence.
- Ensuring the company remains proactive and responsive to prospective clients' needs.
- Support is available from the Business Development Director for complex/large pitches and strategies.
- Attendance on events such as floor walks, incentive trips etc may be necessary from time to time to assist event managers.

Essential skills and experience

- Proven success in your sales ability and demonstrable full knowledge of the sales process
- Confident negotiator and ability to 'close the deal'
- Strong client management skills and ability to keep promises
- Strong communication skills in all forms including written, oral, email, telephone, and presentation and capable of communicating with clients who are in senior positions (HR Directors / Sales Directors / CEOs)
- Capable of hands on problem-solving, with ability to generate ideas and solutions
- A positive and determined approach to researching and analysing new business opportunities
- Ability to cope with competing demands and to prioritise tasks
- Excellent organisational and time management skills
- A positive attitude to dealing with people
- Capable of working independently, and having responsibility as an individual
- Clean driving licence

Our solutions

CR Worldwide offer a range of online motivation and reward solutions, as well as offering a live event service to support the growing demands of our key clients. As part of our online portfolio we have developed MyRewards, an online software system which allows us to create bespoke incentive platforms on behalf of our clients. The flexibility of MyRewards means that we can tailor all of our solutions to meet our clients needs from sales incentive platforms with user specific short-term tactical campaigns to internal employee reward and recognition programmes. In addition to this, we can also offer a varied reward offering from points for prizes and music downloads to vouchers and prepaid cards – meaning that every incentive programme we create achieves great results.

We also have a live events division which creates bespoke events for our clients from a sales floor hype day to a luxury holiday. Our complete conference service covers everything from venue sourcing and logistics to delegate management, A/V production, entertainment and onsite troubleshooting.

Where will the position sit within the company?

The Business Development Manager will report to the Sales & Marketing Director

Who are we?

CR Worldwide is a UK market leader in reward, recognition, incentive and event programmes, with offices in Boston, US, a footprint in Australia, and a Global partner network.

Our innovative platforms and events engage people, change behaviour and drive performance. We help companies grow by rewarding best behaviours from the people most valuable to their business. Employees, customers, partners. In creating award winning recognition, incentive and event programmes we inspire people to do more. We also have an award-winning events and conference team who produce amazing live experiences to motivate, incentivise and reward.

To find out more about us visit www.crworldwide.com or any of our social feeds



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