

Salesfire

We are looking for a

Business Development Manager

Salary - Competitive + Commission

Location - Middlesbrough

Employment Type - Full Time

The Role

The role of the Business Development Manager is to build and manage a portfolio of eCommerce clients using Salesfire's tools to help enhance conversion rates and overall website performance. We will endeavour to continually train the successful applicant on best practices, techniques and strategies. We want enthusiastic and driven individuals who work well as a team and who are keen to learn. Previous experience in outgoing sales is preferred as we want applicants who are confident in approaching potential clients. However, with this in mind, we also want applicants to be able to demonstrate a consultative nature, where the long term goal of client success is a priority.



Responsibilities

- Identifying and approaching new businesses to demonstrate the capabilities of Salesfire
- On-boarding new clients and identifying strategies to enhance their eCommerce business
- Managing and maintaining Salesfire across a portfolio of eCommerce businesses
- Working as part of a team to feed back on and continue enhancing the Salesfire platform

Qualifications / Experience

- Education to Degree level is preferred
- Previous experience in a digital agency
- Previous experience in eCommerce is preferable, though not essential
- Experience in account management is preferable, though not essential
- Experience in generating leads and outbound sales
- Experience in working within the Google product suite, especially Google Analytics would be preferable

Perks

24 days holiday plus bank holidays

Pension scheme

Flexible working

A friendly and modern office environment.

Free fruit, toast and drinks

Childcare vouchers

Bi-annual staff parties

And many more

About Salesfire

Launched in 2017, Salesfire is a Software as a Service company focusing on tools to help online businesses improve their conversion rate and maximise sales. We are constantly looking for talented individuals to expand our team and add to the success of the business.

As we continue to grow our portfolio, we are seeking talented a Business Development Manager who is passionate in working with and growing eCommerce businesses.

We are based in the digital heart of Middlesbrough with excellent links to public transport (bus and train) and easily commutable by car.

How to apply

If you feel you would be a great fit to our team, please send your CV to the email below. Click the link to start your application.

careers@salesfire.co.uk