

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

Salesfire is a two year old Software as a Service company focusing on tools to help online businesses improve their conversion rate and maximise sales. Over this period we have grown to a team of 14 people and we are looking to expand further throughout 2019.

As we continue to grow our team to help us 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