

Business Development Manager

Location: Priory Business Park, Bedford

Salary: £30,000 - £40,000

Hours: Full Time

THE COMPANY:

Verifile Limited is the UK's leading provider of global CV verification and background screening services. We provide a comprehensive range of screening services to help our clients verify vital personal, professional and educational facts about each candidate, before making a recruitment decision. The aim is to help employers make the most informed and rewarding long-term recruitment decisions.

We are expanding our salesforce in line with the continued expansion plan and require a Business Development Manager to drive new business sales.

We are looking for a driven confident individual who can learn fast and be part of a close team who work together as one. We offer a full induction into both the workings of our business along with creative product/service training.

MAIN PURPOSE OF THE ROLE:

We are seeking a driven and ambitious Business Development Manager to join our well-established organisation who are a trusted provider in the background screening marketplace. We are now seeking to expand our Sales Team by taking on an experienced, new business focused Business Development Manager. You will be required to seek out new brands, making contact with key decision makers normally within HR.

We recognise that Sales is a talent and therefore we are not necessarily looking for someone who has sold within this industry. We want a Business Development Manager who can bring experience of working with similar points of contact in HR. You should have a passion for current technology and an understanding of the benefits of having real USP's that stand out from your competitors.

RESPONSIBILITIES INCLUDE:

- Sourcing new sales opportunities
- Understanding customer needs and make suitable recommendations
- Close sales and achieve quarterly quotas
- Research accounts identify key players and generate interest
- Maintain and expand your database of prospects within our CRM
- You will also have some warm leads, but responsible for generating your own leads
- Perform effective presentation and demonstrations to prospective clients



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5 Franklin Court, Stannard Way,
Priory Business Park, Bedford, MK44 3JZ

+44 (0)1234 339 339

www.verifile.co.uk

- Target new business throughout the UK with the option to be home based when not being customer facing
- It is imperative that you are a Business development manager who relishes the full sales cycle from making the initial call, to closing the sale, and our account management team will take it from there for you

SKILLS AND EXPERIENCE

- Proven business to business sales experience, selling into Senior Managers/Directors as well as influencers within HR
- Track record of over-achieving
- Strong articulate presence passionate salesperson who is motivated by new business
- Excellent verbal and written communications skills with the ability to conceptualise ideas and create client solutions
- Proficient with both face to face and web presentation tools
- Experience working with a CRM system
- Must interact effectively with all levels of management and staff, internally and externally
- Understanding of the sales cycle, with the ability to close large deals
- Be adaptable, professional, courteous and motivated, and work well individually or as a member of a team
- Organized and attentive to detail
- Self-starting with solid follow-through and multi-tasking capabilities
- Ability to comprehend background screening & communicate our value proposition
- Have a full UK driving licence and your own car

The Rewards:

- On-site refreshment facilities including beans-to-cup coffee machines
- Company treats and events every month
- Employee led charity events
- Green open space with outdoor seating
- Environmentally friendly policies
- Free car parking
- Modern, spacious offices with air conditioning

Core Benefits:

- A competitive salary which will be reviewed annually
- 22 days paid holiday plus Bank Holiday, increasing to 25 days after 2 years of service
- Pension scheme (Auto-Enrolment)
- Exclusive perks and big discounts through Perkbox



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Additional Benefits

- A super service reward scheme for 1 year, 3 years, 5 years, 10 years and even beyond. You can expect to choose from extra holidays, shopping and theatre vouchers, cleaner and gardener for a year and many other rewards
- To celebrate 1-year service you and a guest will be treated to a 3-course meal at a top local restaurant or an extra days holiday
- Employee referral scheme: receive £1,000 for introducing a new employee!

* Please be made aware a full pre-employment background check is required for this position

** This ad is not intended to discriminate in anyway



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