



## Business Development Executive

Clusters is looking for a pro-active, results-driven Business Development Executive to help grow our business, in the UK and internationally. Our clients include well-known brands such as the BBC, Kwik Fit and Vision Express, so we're looking for someone with the proven ability to sell marketing services to major customers.

The Business Development Executive will be responsible for developing new business to increase company revenue and further expand our global business reach. We're looking for someone who can be creative with their approach to bringing in new business; our projects are high value so this is not a volume game, but instead requires the ability to persuade sophisticated potential leads that Clusters can help them manage their businesses more successfully.

As a new role within the organisation, the Business Development Executive will report directly into the Managing Director and work closely with the Head of Marketing. The ideal candidate will have 5 years' experience pitching marketing or related services to corporate clients.

### Key responsibilities

- Identify, generate and manage new business opportunities
- Nurture leads from initial contact through to contract
- Lead face to face and phone meetings with potential clients
- Work closely with the Head of Marketing on external events and online lead generation
- Write and present proposals
- Negotiate and discuss terms with new clients
- Manage and report on the monthly business pipeline

### Experience and skills required for this role:

- At least 5 years' proven experience in corporate sales
- The ability to sell!
- Excellent written and oral communication skills
- Experience presenting to clients
- Ambitious and driven
- Experience in developing and maximising new business opportunities

### Benefits

- Competitive salary and excellent uncapped OTE earnings
- Statutory pension scheme
- 25 days annual holiday + 8 bank holidays
- Flexible working hours
- Excellent location right by London Bridge and Borough Market
- Fresh fruit, bread and cereals daily (plus pastries on Fridays)





**How to apply:**

If you think you qualify for the position, please email your CV and a covering letter to [careers@clusters.uk.com](mailto:careers@clusters.uk.com) or apply via [LinkedIn](#).

