



**CERTUS
SALES
(UK)
LIMITED**

«Business Development
Manager - SEO / PPC / Digital
Sales»

Contact information

Contact name	Certus Sales (UK) Limited
Contact phone	0845 230 4 230
Location	England, London

Job details

Salary	by agreement
Job type	Permanent

Requirements

The ideal candidate will:

- Possess a minimum of 2-3+ year's digital / new media sales experience (ad tech etc)
- Ideally have agency experience
- Have an excellent and demonstrable track record of dealing with corporate clients
- Be commercially aware with an ability to maximise opportunities
- Have the maturity and gravitas to deal with and influence senior decision makers
- Demonstrate excellent communication and negotiation skills
- Be both new business and account management focused
- Be truly motivational, inspire trust, ooze confidence and show enthusiasm for everything digital

Job responsibilities

As a Business Development Manager, you will:

- Be responsible for generating new business revenue, selling digital marketing contracts across a broad selection of industries
- Prospect and grow a sales pipeline, handle pre-qualified leads and make cold calls to gather leads and close sales
- Seek out new clients and new sales opportunities, prepare and deliver sales presentations and proposals, negotiate and close contracts of varying value
- Cover a large and lucrative London territory, keeping up to date with regional, industry and company trends and developments
- Deliver ongoing account management to an ever-growing portfolio of existing accounts. Account reviews, renewals and cross-selling