

Job Description/Opportunity	
Job Title	<b>Business Development Executive</b>
Location	Based at our Head Office in <b>Basingstoke, Hampshire, UK</b> (some remote working negotiable).
Tenure	Permanent & Full time
Package	Competitive basic plus pension, commission and profit share, 22 days annual leave plus benefits
Objective	<ol style="list-style-type: none"> <li>1. Help deliver the overall business strategy</li> <li>2. Identifying and pursuing new business opportunities</li> <li>3. Close sales</li> </ol>
Key Tasks	<p>The opportunity here is to join a world leading environmental team with a globally recognized brand, that delivers climate change solutions and reduces carbon emissions. Specifically, the key elements of this job include:</p> <ul style="list-style-type: none"> <li>• <b>Winning business</b> – identify opportunities across various sectors; make contact with and develop new prospects; and close sales.</li> <li>• <b>Supporting Inbound Sales Activities</b> – including responding to new inbound enquiries, producing proposals and closing new opportunities</li> <li>• <b>Delivering business</b> – supporting the monitoring and implementing of sales activities increase sales and profitability in the business.</li> <li>• <b>Account management</b> – developing relationships with key clients to increase sales to current and new accounts.</li> </ul>
Candidate Requirements	
Profile	<p>Personal Qualities</p> <ul style="list-style-type: none"> <li>• Self Starter</li> <li>• Creative - able to identify opportunities and solutions for our clients and our business</li> <li>• Experience in working in a professional consultancy business</li> <li>• Tenacious Team player</li> </ul>
Qualifications & Experience	
Skills / Knowledge	<ul style="list-style-type: none"> <li>• You will have a background in both business and science (graduate level).</li> <li>• A good understanding around the subject of climate change and the link to greenhouse gas emissions.</li> <li>• Strong numerical and analytical skills to scrutinise quantitative and qualitative information.</li> <li>• Previous experience of working in a sales function.</li> <li>• Good customer facing skills.</li> <li>• Full driving licence.</li> </ul>

Please apply with your CV to [wendy.buckley@carbonfootprint.com](mailto:wendy.buckley@carbonfootprint.com) (no agencies please).