

## **Business Development Executive– Sixth Sense Reports**

Department: SixthSense (syndicated reports)  
Location: 50 Featherstone Street, EC1Y 8RT, Central London  
Reports To: Head of Sales  
Hours: Full Time (37.5hrs)

*YouGov is a provider of world leading research. We are a fast growing business, developing ground breaking consumer research reports for a number of different sectors. We require tenacious, proactive Business Development Executives that consistently achieve and over achieve targets to earn great financial rewards.*

### **Key Responsibilities**

- Closing B2B decision makers on syndicated research over the telephone and face to face
- Managing a sales pipeline
- Meet and exceed monthly meeting and call KPI's
- Identify new revenue streams in your sector + steer product development to maximise sales
- To ensure personal targets are consistently over achieved

### **Experience required**

- Face-to-face sales and/or telephone based sales
- Proven background in sales and business development
- Working in a business to business environment
- In closing and engaging with individuals
- Ideally but not exclusively a background selling B2B to FMCG and media sectors

### **Personal attributes**

- Money Motivated and hungry for success
- Self-discipline
- Self motivation
- Positive attitude
- Excellent organisational and time management skills
- Tenacity
- Professional attitude
- Energetic, determined, confident
- Results driven
- Possess good listening skills and communicate effectively with a wide range of audiences

### **What we offer**

- Training and development to become a world class salesperson
- Attractive commission structure
- No cap on commissions
- Outstanding career progression

### **Education and qualifications**

- Ideally educated up to degree / HND level in a relevant subject
- Fluent written and spoken English

This is not an exhaustive list, and you will be expected to be flexible in your approach to carrying out your duties, that may change from time to time to reflect changes in the Company's circumstances. This will include providing cover for colleagues as required. The Company therefore reserves the right to vary the job description in consultation with you.

All YouGov plc employees are expected to comply with the Company's policies, rules and procedures as outlined in the handbook, health and safety manual and all other publications.

Please send your CV and covering letter to [vacancies@yougov.com](mailto:vacancies@yougov.com)