

Senior Business Development Executive

Department: YouGov 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 are consistently over-achieving on their targets to earn great financial rewards.

Key Responsibilities

- You will be closing business to business (B2B) on syndicated reports over the telephone and face-to-face
- Selling individual reports and annual subscriptions
- Aiming to sell contracts priced between £10k and £40k whilst also making smaller sales of £5.
- Managing a sales pipeline
- You will be expected to meet and exceed monthly meeting and call KPI's
- Identify new revenue streams in your sector and steer product development to maximise sales
- You will ensure personal targets are consistently over achieved

Experience required

- You will have experience in face-to-face sales and/or telephone based sales
- Proven background in sales and business development
- Experience working in a B2B environment selling to marketing, insight, strategy and other research purchasing teams
- A background in selling B2B to finance/legal companies
- You should be able to engage with individuals within and outside of the company
- You will be able to demonstrate an over-achievement on targets

Education and qualifications

- You will ideally be educated up to degree/HND level in a relevant subject
- Fluent written and spoken English

Personal attributes

Are you:

- Money motivated and hungry for success?
- Energetic, determined and confident?
- Results driven?
- Self-disciplined?
- Self-motivated?

Do you have:

- A positive attitude?
- Excellent organisational and time management skills?
- A professional manner?
- Good listening skills and communicate effectively with a wide range of audiences?

What we offer

- Attractive commission structure with no cap

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