



YOBAH

BUSINESS DEVELOPMENT MANAGER

We're looking for an experienced business development professional to support our Sales & Marketing function.

We are a fast-growing strategic consultancy with a specific focus on cloud service and cyber security solutions in the financial services sector.

If you are passionate about sales, driving new business and helping to shape the next chapter in our growth story, then this could be the opportunity for you,

We're looking for someone who is flexible and we are open to a full or part-time role, we strongly believe it's not about the hours worked but the output.

We work remotely but with the option of a Manchester City Centre base and are a results-driven business.

Key Tasks

- Identifying new sales leads
- Pitching the full range of Yobah services and products to new prospects
- Managing the full 'sales' life cycle from 'lead' through to 'onboarding'
- Maintaining relationships with our existing client base.
- Creating and delivering strategic sales plans

Lead Generation

- Research within our target market to identify new leads and potential new market areas
- Connecting with and contacting potential clients
- Following up on leads generating by marketing activity
- Providing input for lead generation strategies
- Attending events and other networking opportunities on behalf of Yobah
- Creating target lists



YOBAN

BUSINESS DEVELOPMENT EXECUTIVE

Sales

- Preparing sales literature and presentations
- Directly contacting clients and prospects
- Supporting on proposal writing

About You

You'll be an experienced business development professional who enjoys the customer journey as well as 'the sell'

We want to provide the solutions which are right for our clients and we also want to work with the clients that are right for our business, so we're not just focusing on any new business, **but the right new business.**

You'll be a strong communicator, comfortable with speaking to new people regularly, forming new relationships and happy to represent the business at networking and industry events. Lead generation will be a large part of this role and as such you'll be comfortable with putting in place robust plans to support that activity and with the use of social media and CRM tools.

We're a small and busy team so it's essential you're a motivated self-starter comfortable with setting and managing your own workload and direction and in reporting on your output.

Knowledge of the financial services, banking and technology industries are desirable.



YOBAN

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The Package

- £35,000 - £40,000
- Healthcare Plan
- Auto-Enrolment Pension with 3% Employer Contribution.
- Work Where You're Happy: Hybrid Working
- Flexible Working: It's about the output, not the hours
- Enhanced Maternity and Paternity Pay
- Parental Leave
- Paid Leave: (Fertility Treatment, Miscarriage, Menopause)
- Wellbeing Days
- 30 days holiday, plus 8 days bank holidays an extra day to use on your birthday.
- Christmas Close Down
- Holiday purchasing scheme (up to 5 additional days).
- Employee Assistance Programme - Mental Health Support & Counselling
- Company sick pay.
- Professional Development Budget
- Contribution to gym membership or other fitness activity.
- Death In Service Benefits.

To apply for this role please send a CV and covering letter to info@yobah.co.uk