



The role

We are looking for an individual who will be a driving force behind generating and converting new leads and getting word out there about the great work we do and the products that we offer. You may have a background in marketing, business development or account management.

An engaging communicator, passionate about Best Companies and the edge that employee engagement gives an organisation. You have a great understanding of what we do and have an energy and enthusiasm for getting that across to others.

You are proactive and persistent, building effective rapport and relations with new and existing clients.

Responsibilities

- Feed into and support the evolution of our marketing and business development strategy
- Identify leads through proactive, professional networking, utilising technology such as LinkedIn and nurturing existing client relationships
- Communicate with confidence and clarity about our products, pricing, feedback, results and future opportunities
- Pitch our services to existing and new clients
- Confidently and in line with BC requirements and professional code, negotiate client contractual terms
- Follow up new business opportunities in a timely manner and secure meetings
- Plan and prepare presentations
- Oversee the development of marketing strategy, communications and literature
- Create monthly, quarterly and annual reports
- Present results and business development proposals and projections to the SLT

Traits /skills

Essential

- Highly motivated, focused and thrive on exercising your own initiative
- Experienced in sales, marketing, negotiation
- A creative thinker and skilled at creating and seizing growth opportunities

- An engaging and succinct communicator
- Comfortable in a fast pace, challenging environment
- You cope well with pressure and meeting tight deadlines and targets
- A strong team player, with a natural flair for leadership
- Commercially aware and business astute
- Strategically minded

Desired

- Formally qualified in marketing, business, sales related subject

The Company

Best Companies is a workplace engagement specialist, helping our client's measure and improve employee engagement levels. Each year we research and produce the Best Companies to Work For lists, published in the Sunday Times. We have also developed our own nationally recognised Accreditation standard, awarded annually to organisations with exceptional levels of employee engagement.

At Best Companies we offer a fantastic opportunity for the right people to develop within a people-focused organisation. We fully support your career aims and will provide relevant training to help you be the best you can be.

Our offices are located between Chester and Wrexham and is easily commutable (by car) from the Wirral, North Wales and Cheshire.

Benefits

- Annual leave 25-30 days depending on length of service
- Sports and fitness allowance
- Private Health Insurance after 3 months
- Pension – after 3 months 3% of salary from company and 3% employee contribution.
- Life Insurance – after 3 months (4 times salary)
- Flexi-time
- Free car parking
- Free lunch

How to apply

If you think you're a good fit for this position you can apply by sending an email to careers@b.co.uk containing your CV and cover letter telling us why.