

VACANCY OPPORTUNITY

Primus LTD

BUSINESS DEVELOPMENT ADVISOR

COVENTRY

£16,000 – 21,800 PER ANNUM

MON- FRI 9.00 – 5.00 pm

PERMANENT

To acquire new business customers and to upsell XLN products/services into existing customers. This is a targeted field sales role involving both cold-calling for prospective customers and up-selling into existing customers within an assigned geographical territory. BDAs will provide the highest levels of customer experience, ensuring that customer satisfaction increases and churn reduces. BDAs are expected to become well known in their local territory, understanding the personalities, needs and drivers of their business customers. Although BDAs are expected to work within a tight management structure with strict codes of conduct, they are also encouraged to manage the territory as their own business, operating with entrepreneurial flair and creativity.

EMPLOYER WILL CONSIDER WORK TRIAL

VAC REF: PRO/39655

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www.direct.gov.uk