

Job Title: **Business Development Executive**

Location: Peterborough

Salary: up to £25k pa

Contract and hours: full time, 35 hours

Job Ref: **AS1**

Closing Date: 21st October 2019

Action on Hearing Loss

Action on Hearing Loss (formerly the RNID) is the UK's leading hearing loss charity. We help people confronting deafness, tinnitus and hearing loss to live the life they choose. We enable them to take control of their lives and remove the barriers in their way.

Role and responsibilities

The Technology and Enterprise Group provide products and services, primarily to businesses – things like British Sign Language (BSL) interpreters, assistive technology products such as telephones and hearing loops, workplace assessments and training. We are supported by a dedicated marketing team and finance function.

This is a fantastic opportunity for a sales professional to join us to help identify, develop and sell Action on Hearing Loss products and services to business clients in order to meet our revenue, margin and performance targets. The role will lead on selling our Access Solutions services, but with a firm remit to promote and sell all of our offerings.

The role will suit someone looking to develop their business development career. This is a sales role but is primarily about building relationships, identifying opportunities and maximising these opportunities in a consultative manner. It is possible that, as the role develops, the opportunity to become an external Business Development Executive could arise.

The role is part of a new, sales-focused approach for the Group and as such will suit someone who can use their initiative and work well with minimal supervision. The role will work closely and collaboratively with other teams across the Group, so the ability to work closely with others is essential.

Overall Purpose of the Role:

To identify, develop and grow business customers for Action on Hearing Loss products and services across the UK

- To build long term relationship with key and development accounts
- To build a sales order pipeline, identifying short, medium & long term qualified prospects
- To use and maintain the CRM to achieve our objectives
- To maintain an awareness of the Charity's overall objectives
- To meet revenue & performance targets

Key Accountabilities and Responsibilities:

- To identify and qualify potential new clients within our defined demographic target groups
- Develop relationships with these prospects in order to sell one or a range of AoHL products and services
- To create a rigorous sales pipeline of new business
- Create opportunities to cross sell/up sell to maximise potential in existing accounts
- To provide accurate forecasts of revenue and margin to the Head of Access Solutions and SMT
- To maintain accurate and up-to-date records in CRM
- Provide quotes and proposals to prospects, and follow up via the sales process
- To provide feedback on market trends/competitor activity relevant to AoHL
- Develop an understanding of the wider activity, and how Tech & Enterprise can integrate its activity to fulfil the wider charity objectives
- Develop close relationships with other internal stakeholders such as Corporate Fundraising, Communities, Regions and Devolved Countries.
- To ensure that business is conducted with integrity at all times and to embody and promote the values and behaviors of AoHL both internally and externally with all customers, suppliers, partners and stakeholders
- Some travel may be required to attend client visits/events

EXTERNAL POST - For more information on this post and to apply online please visit our website at <https://jobs.actiononhearingloss.org.uk/Vacancy.aspx>

Action on Hearing Loss is the new name for RNID
Action on Hearing Loss promotes equal opportunities
Registered Charity Number in England and Wales 207720 and Scotland (SCO38926)