



## **New Business Development Executive**

**Salary & Benefits:** £45,000 - £50,000 (dependant on experience) + 30% bonus, 24 days holidays (rising to 27) plus bank hols, Private Healthcare, long service cash incentive scheme(s) and other great benefits

**Hours of Work:** 37.5 per week (Mon to Fri)

**Place of Work:** Home based with regular travel across the South, Midlands, North West and Yorkshire (there will be a requirement to attend our head Office based in Leeds for regular meetings)

### **WHAT YOU'LL BE DOING**

You will be a key member of the Sales / Acquisitions team, supporting the Director of Acquisitions in delivering the company sales & marketing strategy. You will be liaising directly with internal departments and where necessary external partners. You will act as the main point of contact to your assigned prospects, developing new business acquisitions and client relationships. Some of your main accountabilities will be:-

- Driving new business opportunities (B2B) and building existing and new relationships in unexplored sectors.
- Bringing new and creative initiatives to enhance the existing sales team's ability to drive growth
- Building and maintaining positive relationships with team colleagues, internal and external stakeholders.
- Representing the business at appropriate conferences / events – determined by the Director of Acquisitions.
- Representing the interests of the company in a professional and competent manner.
- Negotiating with clients.
- Delivering high levels of customer service both internally & externally.
- Providing consistently accurate & timely information as required by the department and in line with the businesses needs.
- Responsibility for risk and compliance within the remit of your role and the department.

### **WHO WE ARE LOOKING FOR**

- You'll truly understand and ideally be working in the financial services sector.
- You'll demonstrate clear and effective communication skills (written and verbal). You'll possess intermediate skills in Microsoft Office packages; such as Excel and PowerPoint.
- You'll already be a proficient user of CRM data base systems.
- You'll be able to prioritise workloads.
- You'll work to tight deadlines to ensure the effective delivery of service.
- You'll demonstrate strong negotiation skills with the ability to bring a sale to a satisfactory close.
- You'll demonstrate strong business development and relationship management skills.
- You'll have the ability to develop and implement successful sales strategies for new business acquisitions.
- You'll have strong numerical skills
- You'll demonstrate driving results for growth.
- You'll have effective decision making skills.



### **WHAT YOU'LL GET IN RETURN**

- A really competitive salary dependent on experience (circa £45,000 - £50,000 per annum).
- Flexibility to work from a home base.
- Up to 30% bonus paid annually.
- Up to 5% employer contribution to your pension plan.
- Private Medical insurance (PMI).
- Generous Healthcare Cash Plan.
- Long Service Incentive scheme.
- 24 days holiday (Rising to 27 days with length of service) + Bank holidays.
- Free Parking.
- Other benefits associated with forward thinking companies, including really great recognition schemes.
- A newly refurbished office environment with modern facilities because where you work is just as important as what you do.

### **NEXT STEPS**

Please apply for the role by sending your CV and covering letter telling us why you would be great for this exciting opportunity to [careers@lanternuk.com](mailto:careers@lanternuk.com).

We'll look forward to you joining our team.

***Note: Due to the nature of our business, any offer of employment will be subject to satisfactory background checks (DBS Basic and Employment Credit file check).***