Sales*fire*

We are looking for a Business Development Manager to join our team

Salary: Competitive

Location: Middlesbrough

Type: Permanent

Why we exist

Since first launching in 2017, Salesfire has grown to provide a personalised on-site experience to over four million customers a day. Over 500 online businesses in the UK trust our award-winning products to help them convert more visitors into customers.

We're determined to help eCommerce businesses compete in a competitive industry dominated by huge blue chip companies. Our service provides online retailers the products and solutions they need to create a personalised user journey and enhance their online shopping experience.

This has all been made possible through our talented team which has grown to over 40 strong and we are seeking a talented Business Development Manager with a passion for working with and growing eCommerce businesses. We are looking for commercially minded individuals who are able to put themselves in the shoes of online retailers and bring about real change.

The role

The role of a Business Development Manager is to build and manage a portfolio of eCommerce clients using Salesfire's tools to help enhance conversion rates and overall website performance. We're looking for enthusiastic and driven individuals who work well in a team and are keen to learn. The successful applicant will receive continuous training on eCommerce best practices, techniques and strategies.

Previous experience in outgoing sales is preferred as we want applicants who are confident in approaching potential clients and are able to demonstrate a consultative nature, where the long term goal of client success is a priority.

The part you'll play

- Identifying and approaching new businesses to demonstrate the capabilities of Salesfire
- Onboarding new clients and identifying strategies to enhance their sites
- Managing and maintaining Salesfire across a portfolio of eCommerce businesses
- Working as part of a team to feed back on and continue enhancing the Salesfire platform

The skills you'll need

- Education to Degree level is preferred
- Previous experience in a digital agency
- Previous experience in eCommerce is preferable, though not essential
- Experience in account management is preferable, though not essential
- Experience generating leads and outbound sales
- Experience working within the Google product suite, especially Google Analytics, would be preferable

The perks we offer

Our team is at the centre of our success and we ensure we offer the benefits and opportunities they deserve. At the heart of our collaborative culture is our newly refurbished Middlesbrough HQ and we've made sure it's a great place to work.

We provide the technology and equipment you need to carry out your role to the best of your ability, shared meeting and break-away spaces for when you need time away from your desk and a fully stocked kitchen of tea and coffee. In addition, we offer flexible working for a better work-life balance and regular social events.

We all need a break from work, so everyone gets 24 days paid holidays in addition to the public bank holidays.

How to apply

If you feel you would be a great fit to our team, please send your CV and cover letter to the email address below.

Click the link to start your application.

careers@salesfire.co.uk