

Job Vacancy: 'Business Development Executive'



'The Pulse Group of Companies' provides bespoke Security Solutions, specialising in the Events and Leisure Sector, providing SIA Licensed personnel and Security Stewards to large high profile Events, including Pubs, Clubs, Cocktail/Wine Bars, Private Function Halls and Theatres in and around London, Surrey, Kent and Sussex. Owing to being awarded new Contracts, we are now expanding and seeking to recruit well-presented, hard-working, flexible individuals, with a 'can-do' attitude, a professional and approachable manner and excellent communication skills to join our Team.

Job Title:	'Business Development Executive' Required for London South/North	Location:	Either London South or London North, depending on territory.
Hours:	From 37.5 hours per week	Duration:	Permanent
Person Specification:	<p>All applicants are required to meet the following criteria:</p> <ul style="list-style-type: none"> • Proven track record in B2B sales environment, preferably in a Facilities capacity; • Strong Administrative skills with the ability to use MS Office and CRMs; • Have a smart Appearance with a reliable and flexible, 'can-do' approach to work; • Have the ability to work under your own initiative, as well as part of a team; • Calm, friendly, professional and organised manner. 		
Responsibilities:	<p>Applicants will be required to undertake the following roles and responsibilities:</p> <ul style="list-style-type: none"> • Canvassing new businesses, representing the Organisation professionally; • Listening and finding appropriate solutions to Clients' problems; • Writing quotations to potential new Clients and following up appropriately; • Completing Client Tender Forms and Client Visit Forms, reporting information back to Operations teams and Management, where required; • Updating details and activity on the CRM system used; • Reporting information and statistics to Operations Director, during weekly meetings; • Any other reasonable instructions from Clients or Management. 		
Requirements:	<p>Applicants will be required to present the following:</p> <ul style="list-style-type: none"> • Have the right to remain and work, without restriction, in the UK; • A full, five year Checkable Work History with no gaps (with two Character References); • Proof of Identification, including a valid passport or birth certificate; • Proof of a permanent National Insurance Number; • Proof of address (within the last three months); • All candidates will be subject to a Consumer Credit Check, in-line with BS 7858 (Screening). 		

This position may be subject to Client approval. All positions are subject to a Probationary Period.
Please Note: The Probationary Period can be extended or terminated, should the candidate's performance not meet the required standard.

'The Pulse Group of Companies' is committed to being an Equal Opportunities Employer.