

Business Development Executive

£21-24K STARTING SALARY + BONUS

Rainmaker is the UK's leading business development consultancy to the marketing services industry. We deliver strategic counsel, direct representation and new business and marketing communications for clients including top 10 advertising, PR, creative, digital, design and media businesses around the world. We are part of the Intelligent New Business Group, which includes Pearlfinders and Blossom, and which serves over 500 agencies - including Saatchi & Saatchi, AMV BBDO, Ogilvy & Mather, Porter Novelli, and AKQA.

If you're looking for a future in marketing services, this is the job for you.

We are growing, and need a Business Development Executive to join our team. Your role will be to help marketing agencies win new business. To do this, you'll research the market then, through phone-based prospecting, you'll broker opportunities with senior decision-makers in a thoughtful, issue-related manner, whilst always ensuring our clients reputations and brands are carefully managed.

We need someone who is commercially minded, highly enthusiastic about sales and business development and is knowledgeable about marketing and brands. You will be an outstanding communicator in writing and on the phone. You will have large energy reserves, confidence and stamina, and be professional in everything you do. Working in a fast paced, buzzing environment, you will be someone who can take the initiative and get the job done - thriving under pressure and enjoying being part of the team.

In addition to prospecting for new business opportunities, you will be responsible for maintaining your clients' databases and be involved in preparation for client meetings and liaison with clients supported by the account director. You will also be required to closely monitor business and trade media for relevant leads on behalf of each of your clients.

The successful candidate will be motivated with a positive outlook, mature attitude and solid work ethic. Organizational skills are a must, as is a superb attention to detail and a fluent and articulate command of the English language. You're presentable, balanced, socially at ease and a fast and creative thinker and doer. Working well in a team environment is essential.

In return, we guarantee you the best training available, close day-to-day support and all the tools and information you need. Rainmaker is well known as a lively, enjoyable place to work, and for the right candidate a place to truly thrive.

If you are interested in this role, please send your CV and a covering letter outlining your experience to greg.edmunds@rain-maker.co.uk.