

BUSINESS DEVELOPMENT ASSISTANT REQUIRED

Wayland Games Limited are looking to recruit a Business Development Assistant to work in our head office located just outside of Southend in Essex.

Responsibilities will include focussing on outbound calls to potential retailers in order to increase our customer base and increase brand awareness.

To succeed in this position you will need to be a good communicator with strong organisational skills and the ability to generate rapport with potential customers. You will be rewarded with a competitive salary, 28 days per year holiday and significant promotion opportunities for the right individual.

After reading the Requirements and Ideal Candidate details on the following page, if you feel you would be suitable for this role, email us your CV along with your portfolio and a covering letter to: jobs@waylandgames.co.uk

Please provide an up to date portfolio with examples of your best work, this is a required part of the application process.



BUSINESS DEVELOPMENT ASSISTANT

The requirements

- Enthusiastically work to identify, qualify and progress sales leads on a daily basis
- Work closely with Sales Management targeted call lists and scripts to drive lead generation into new business accounts
- Maintain excellent time management to maximise daily productivity
- Achieve/exceed weekly, monthly and quarterly calling and lead generation targets
- Maintain accurate CRM records and lead generation reporting

The ideal candidate:

- Must have a good communication skills via telephone and e-mail
- Is positive and personable
- Has experience in a sales or business development environment
- Has a knowledge of the wargaming market
- Must be able to work well as part of a team
- Must be able to achieve high volumes of contacts on a daily basis
- Be able to identify and follow up on all opportunities
- Has strong organisational skills
- Be proactive and dynamic in order to achieve results
- Able to speak a second European language

Job Type: Full-Time

Salary:

Required Experience: 1 year in a Sales or Customer Services role

