



## **Business Developer - Call Team**

### **The Company**

Making Moves are a property start-up based in Shoreditch. We advise creative, fashion and technology companies on their office moves across central London. Our award winning approach to the process has led to us securing a place on the StartUps 100 and receiving an Amazon Growing Business Award.

### **The Role**

The Making Moves Team are seeking a new Business Developer to join our exciting property start up.

The purpose of the role is to establish new business opportunities through the identification and development of sales leads. Responsibilities will include:-

- Following up and chasing new business opportunities
- Calling and booking meetings with potential clients
- Development and maintenance of the company CRM
- Self-Sourcing new business opportunities

### **What we're looking for**

- 1-2 years' experience working in sales
- Excellent telephone manner
- Excellent interpersonal skills
- A desire to progress and develop in a start-up environment
- A wanting to learn and push boundaries to develop a higher skill base
- Excellent attention to detail
- Ability to prioritise conflicting tasks
- Excellent written and verbal communication skills
- Self-motivated, positive attitude and clear communication skills.

### **Salary & benefits**

- 25 days annual leave
- An additional days holiday for your birthday
- Team annual trip (Performance Based - Berlin 2017, New York 2018)
- Subscription to Company perks scheme
- Private GP service and annual health assessment
- Professional development and training
- Subscription to Busuu - the language learning app
- Monthly and Quarterly Team Activities
- Best office in Shoreditch
- Free fruit, coffee and snacks