



MAKING MOVES

Business Developer – Call Team

Job Overview

This role is primarily an outbound telesales position requiring the successful candidate to book pitches and establish new business opportunities for each of the services Making Moves provides. This Business Developer role sits within the wider sales team which support the pipeline of the business and play an integral part in the success of the company.

The Role and Responsibilities

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
- Hitting KPIs and working to targets

What we're looking for

- 1+ years' experience working in sales
- Proven record of hitting targets
- Excellent telephone manner & interpersonal skills
- A desire to progress and develop in a fast-paced environment
- A wanting to learn and push boundaries to develop a higher skill base
- Excellent attention to detail
- Ability to prioritise conflicting tasks
- Self-motivated, positive attitude and clear communication skills
- Experience in property market is not necessary

Salary and benefits

- £25k - £28k DOE + uncapped commission
- 25 days annual leave and an additional days holiday for your birthday
- Team annual trip (Performance Based - Berlin 2018, New York 2019)
- Subscription to Company perks scheme
- Private GP service and annual health assessment
- Professional development and training
- Inclusive and supportive team culture
- Monthly and Quarterly Team Activities
- Best office in Shoreditch
- Free nutritional snacks

Diversity & Inclusion

Making Moves wants to advocate and implement systemic change within the property industry, and ultimately be the leaders of innovation. We are building a workforce that is truly representative of all sections of society. Read our full policy on our website.