

# Business Development Executive

Something special is happening in Lichfield and you might want to join in.

An exciting business is growing, one where people enjoy coming to work, where they are valued, their opinion is sought and their voice is heard.

If you want to become part of something special, read on.

Cream HR is a vibrant, specialist HR consultancy. Long established, we have a great track record of successfully delivering outstanding HR and Consulting Services as well as inspirational Training and Recruitment Management Solutions.

Despite the turbulent years that UK businesses have experienced, we continue to grow and now seek to expand and develop our existing client base further. As a result we are keen to recruit someone to join our team to learn about what we do, how we do it and to understand why our clients love working with us.

## What will I do?

Our new Business Development Executive will be tasked with generating new leads and winning new business in the SME market.

- Identify and qualify new sales opportunities
- Speak to potential new clients and arrange meetings with key decision makers
- Attend sales appointments as required
- Identify further sales opportunities including local networking or marketing ideas
- Work with colleagues to look at ways of generating further revenue with new offers or services

## What will I receive?

- Salary of £25,000-£29,000 per annum (pro-rata)
- 25 days' annual leave plus bank holidays (pro-rata)
- 4-Day working week (pro-rata)
- Career development opportunities
- Flexible hours
- Remote/hybrid working
- Commission structure to be discussed

## What will I need to be successful in the role?

The successful candidate will join a close-knit team and will become a vital part of our business. They will be required to work on their own initiative using their previous experience and proven people skills to help drive new business for Cream HR.

You will have a good understanding of business development initiatives, experience of working with CRM platforms and confidence in creating and developing new relationships.

If you are passionate, results-driven and genuinely interested in helping businesses with their most important asset - their people, then we'd like to hear from you.

## Where and when will I work?

At Cream HR we believe in finding the right person for the role and as such are completely flexible about the hours required. As a guide we would be anticipating this role to be between 10 and 30 hours per week. You will be required to attend the office in Lichfield once a week, the rest of your time will be for you to manage.

## What will the recruitment process involve?

Please apply in any manner you wish. We're happy to receive CV's or letters or any other imaginative way that you may prefer.

There is no deadline, we will simply stop advertising when we find the best candidate.

Successful candidates will be offered an initial telephone interview and then, if through to the next stage, a face-to-face interview at our Lichfield office.

We endeavour to respond to all applicants wherever possible as we don't believe in keeping you in the dark.

Cream HR is a Disability Confident employer. If you feel like maybe you only match some of the criteria listed we'd still love to hear from you as we believe in finding the right candidate.