



Zen Internet Role Specification

JOB ROLE: Business Development Executive – Web Solutions

Key Deliverables

Zen Web Solutions (www.zenwebsolutions.com) operates as a fully-fledged Digital Marketing Agency and is an autonomous division of Zen Internet, with its own client base and revenue stream. The division is responsible for developing a range of Web-based services from Web site design and development through to search engine, email and social marketing services. After another record-breaking year we are looking for an enthusiastic sales person to join our hardworking team of over 20 staff.

You'll be responsible for selling a comprehensive range of search engine promotion products and small business websites to existing Zen Internet customers, as well as sourcing new business opportunities. However, it's not just about winning new business. You'll also provide ongoing account management ensuring we continue to deliver quality advice and service.

Experience of building strong working relationships with key decision makers is paramount to succeed in this role, along with the confidence to provide sound information and advice, identify the needs of the customer and provide the right solution. The ability to cross-sell, negotiate & close a deal will be the key to your success.

Key Responsibilities

- Technical sales - dealing with a wide range of enquiries and providing optimum solutions for individual requirements via telephone and face to face
- Preparation of quotes
- Qualification of leads
- Providing feedback on customer trends and requirements
- An input into the sales strategy
- Account Management

Candidate Profile

- A proven track record selling IT products or digital solutions in a business-to-business environment, or a good solid track record in another sector
- Excellent presentation and communication skills
- Customer service experience via email, telephone and face to face are essential
- Proactive, dedicated and self motivated attitude
- Able to converse clearly and concisely over the phone
- Appears confident and assertive, but not aggressive in all internal/external dealings
- Ability to analyse customer needs and recommend solutions which meet these needs across their organisation as a whole
- Technical aptitude
- Excellent organisational skills
- Ability to work on own initiative
- Clear demonstration of an interest in Digital Internet technologies