



Business Development Representative at Fast Lane

Fast Lane Consulting and Education are a leading provider of IT Training working from a newly refurbished office near Maidenhead. We have a work hard, play hard culture where success is recognised and rewarded. We are recruiting for four New Business Sales Executives to be part of our growing Enterprise sales team and who will form a crucial part of our success this year. This is a full time, challenging role that offers great progression potential in a fast-growing and dynamic business.

Ideally you will have at least 12 months B2B telephone sales experience carrying a revenue target. We will provide you with all the knowledge to succeed, you will be required to bring your work ethic and a “can do” attitude.

This is a new business role with responsibility for profiling cold accounts and proactively selling Fast Lane training courses and consultancy services. There will be the opportunity to “own” the account and look for more sales opportunities after the initial sale.

Key Responsibilities;

- Consistently achieve revenue targets through proactive new business wins.
- Qualify customers’ needs and requirements.
- Spot opportunities to up sell and cross sell other Fast Lane courses and services
- Build an accurate pipeline and forecast that relates to revenue targets.
- Consistently meet and exceed Key Performance Indicators of phone calls, emails & new contacts added to the database.
- Ability to win short term tactical deals but also able to account manage for follow up sales
- Build database intelligence through telephone and internet research.
- Assisting creating marketing Campaigns to customers.
- Follow up on incoming leads form marketing campaigns and web site enquiries
- Research and qualify companies, contacts, leads and opportunities for the sales team.
- Form great working relationships with key internal stakeholders who will be crucial to your success.

Skills and Experience;

- Excellent verbal communication, especially over the telephone.
- Excellent written communication skills
- Experience is managing a pipeline of forecasted sales.
- Ability to work under pressure and to deadlines.
- At Least 12 months of exceeding a revenue based target.
- Self-Motivated with a desire to win new business
- Experience in selling a service would be preferred although not essential
- An understanding that success is achieved through effort and determination.
- Team Player – we succeed by working in a driven yet supportive environment – This isn’t The Apprentice.
- Commitment to get the job done.
- Well-presented with a professional attitude to customers

Fast Lane IT Education & Consultancy Services

Oakwood, Grove Business Park, Waltham Road, White Waltham, Maidenhead, SL6 3LW, UK

www.flane.co.uk



What you can expect from Fast Lane;

- Competitive Salary with generous bonus structure.
- Full training.
- Breakfast Club
- Supportive sales environment.
- Great Working environment.
- Company nights out.
- Career Progression.

We want to make offers to the right individuals as soon as possible so if you feel this is the role for you please don't hesitate to send your CV to joanne.quarterman@flane.co.uk. Due to the high volume of responses we will only be contacting successful applicants.

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