



JOB ADVERT - Details

Company:	The Qdime Group
Role title:	Business Development Manager
Internal Reference Number:	N/A
Closing date:	23/03/20
Salary:	Basic Salary plus competitive rate of comission - to be decided based on inividual
Working Hours:	8:45am-5:30pm Monday - Friday
Temporary / Fixed Term / Permanent contract:	Permanent
Location:	Head Office Bourne End, position is available to be vocational
Contact details for applications:	gemma.burnand@qdime.co.uk
Role description:	<p>About Us:</p> <p>Hazelvine is a part of Qdime group which delivers comprehensive property management solutions to Leaseholders, Residents' Management Companies, Developers and Freeholders. Our services, tailored to meet the specific needs of each client, are delivered by our team of highly skilled and experienced professionals.</p> <p>As a business, we strive to be innovators; as part of the Qdime group we can offer the entire residential property management solution, or any part thereof.</p> <p>Qdime have offices in Poole, Bristol, Letchworth, Folkestone and our head office in Bourne End, Buckinghamshire. We operate throughout</p>

	<p>the South of England and South Wales, from Ipswich to Eastbourne and from Broadstairs to Swansea.</p> <p>The aim of the Group is to be a one-stop shop for all residential property matters but with individual specialist companies who can support each other.</p> <p>We are currently in a period of sustained growth and are excited to be recruiting for our first Business Development Manager to drive our portfolio forwards. We believe the set up of our group and the services we can offer potential clients is really strong for a BDM to shout about. We are looking for an exciting individual who has strong knowledge, relationships and experience within the industry.</p> <p>Responsibilities:</p> <p>Three primary responsibilities:</p> <ul style="list-style-type: none">• Identifying new sales leads• Pitching services• Maintaining good relationships through regular engagement with existing customers <p>Day-to-day duties include:</p> <ul style="list-style-type: none">• Researching properties and individuals online (including social media) to identify new property management leads and potential new markets• Contacting potential clients via email or phone to establish rapport and set up meetings• Planning and overseeing new marketing initiatives• Attending conferences, meetings, and industry events <p>When it comes to the challenge of actually selling, other typical duties include:</p> <ul style="list-style-type: none">• Preparing PowerPoint presentations and sales displays• Contacting clients to inform them about new developments in the company's services• Developing quotes and proposals• Negotiating and renegotiating by phone, email, and in person• Developing sales goals for the team and ensuring they are met• Training personnel and helping team members develop their skills• Writing marketing material <p>Skills Required</p>
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	<p>The ideal Business Development Manager will have a proven track record of sales within a new business hunter.</p> <ul style="list-style-type: none"> • Socially adept • Good with numbers • Strong communication and IT fluency • Creative talents and the ability to solve tough problems • Comprehensive knowledge of the industry • Skill in prioritizing and triaging obligations • Attention to detail • Excellent time management and organisation <p>Driving Licence (MUST)</p>	
<p>Company website (optional):</p>	<p>www.qdime.co.uk</p>	