



# BULLET PROOF

**BUSINESS DEVELOPMENT EXECUTIVE**

**COMMERCIAL IN CONFIDENCE**

# 1. BUSINESS DEVELOPMENT EXECUTIVE

LOCATION	Stevenage, Herts, UK
CONTRACT	Full time (average 37.5 hours per week)
SALARY	£ Competitive + Double OTE
CONTACT	people@bulletproof.co.uk

## 1.1 OVERVIEW

Bulletproof are looking for an individual with a confident and professional telephone style who can support and accelerate our already fast growth in the market. The role is business development focused and involves making a high level of daily sales calls to prospective clients explaining the benefits of the Bulletproof products & services. With the ultimate aim of generating leads and appointments with senior decision makers, you will own opportunities from initial call to signed order.

You will be responsible for driving new business enquiries via outbound activities, with full back-up from the existing sales & support teams. You will spend the majority of your time calling people out of the blue, so you'll need to win them over quickly and explain technical products in a concise manner. Success will come from building up trust, rapport, and suggesting products and packages to help solve the prospects pain points and secure an order.

Previous B2B sales experience is desirable but not essential however determination, motivation and a positive attitude is a must! You will be joining a rapidly growing team, who are continually striving to out-perform their previous achievements. In this role you will need a flexible approach and be comfortable in the knowledge that the responsibilities of this will evolve as the company continues to grow and expand the services it provides.

Our standard working hours are 9:00am to 5:30pm Monday to Friday. Applicants should be determined, confident and engaging as well as highly motivated to maximise their earnings through our generous uncapped commission scheme. We have a positive and inclusive working environment and offer several additional benefits and rewards.

## 1.2 RESPONSIBILITIES

- Business-to-business (B2B) lead generation and sales prospecting
- Balance the reaching of sales targets with providing best-in-class customer experience & support
- Outbound cold calling, gathering sales intelligence, handling objections
- Manage own workload/call backs via KPIs (key performance indicators)
- Record outbound call history and customers response in detail
- Build and maintain a pipeline of opportunity
- Deal with key decision makers

## 1.3 BENEFITS

- 25 days' annual holiday
- An additional day's annual holiday for your birthday
- Company pension
- Private medical insurance
- Subsidised gym membership
- Perkbox employee benefits platform
- Frequent team events
- Relaxed working environment

## 2. CANDIDATE EXPECTATIONS

### 2.1 ESSENTIAL SKILLS

- Confident and professional on the phone
- Extremely motivated, hungry to close deals and earn excellent commission
- Customer-centric approach to sales with a 'can-do' attitude
- Ability to learn new technology and demo products to prospective customers
- Minimum of two years' sales experience, ideally in a B2B telesales environment
- Proven track record in achieving or exceeding sales targets
- Team player willing to go above and beyond to help shape our rapidly-growing company
- Excellent organisational and time management skills, with the ability to multi-task
- Excellent verbal and written communication skills
- Professionalism and high attention to detail
- Excellent PC skills, including a working knowledge of MS Office

### 2.2 DESIRABLE SKILLS

- Experience of working in IT or cyber security sales would be a significant advantage
- Knowledge of technology would be a significant advantage
- Experience in using CRM systems, specifically Pipedrive
- Experience of LinkedIn Sales Navigator

## 3. COMPANY OVERVIEW

### 3.1 ABOUT BULLETPROOF

#### YOUR BEST DEFENCE AGAINST CYBER THREATS

Bulletproof are one of the fastest-growing cyber security companies in the UK, with a passion for developing innovative solutions to combat modern, dynamic cyber threats. Bulletproof is a vibrant organisation with a proven track record of creating new and exciting security products, and is driven by the desire and talent of our staff.

Good security is in our corporate DNA, and we believe that our information and cyber security services are the best way to stay ahead of the hackers, take control of your infrastructure and protect your business-critical data. Key to our success is our in-house UK Security Operations Centre (SOC) – a state-of-the-art 24/7 command station for all of our cyber security and compliance operations.

### 3.2 USEFUL LINKS

[www.bulletproof.co.uk](http://www.bulletproof.co.uk)

[www.targetdefense.com](http://www.targetdefense.com)

[www.serverchoice.com](http://www.serverchoice.com)

[www.civo.com](http://www.civo.com)

*Please note that as part of the recruitment process a criminal records check will be carried out by an authorised third party.*





01438 532 900



[contact@bulletproof.co.uk](mailto:contact@bulletproof.co.uk)



[www.bulletproof.co.uk](http://www.bulletproof.co.uk)