

Guardian Business Development Manager

The LOWE Group delivers cost-effective, innovative solutions to managing vacant properties, which create social impact and support local communities. Our business takes a consultative approach to helping our clients make financial savings and acts as a trusted partner throughout the process.

We are seeking a Property Guardian BDM to be at the frontline of our outreach, driving us forward as a business. The chosen candidate will have ability to source, arrange and attend meetings with local authorities, housing associations and Not-for-Profit businesses. Your role will not only provide affordable housing to our guardians but also make huge savings to potential clients.

You will be part of a team which challenges the way our industry has traditionally been working. We separate ourselves from competitors by being the most trusted and professional operator in the market.

KEY RESPONSIBILITIES

- Source prospective clients and identify key decision makers within those businesses
- Conduct initial cold outreach via email and telephone targeting senior level decision makers
- Run multiple email campaigns, track results and then convert opportunities
- Qualify, organise and attend meetings with potential clients
- Uphold the company's brand values and promote social value at every opportunity
- Implement and manage pipeline of opportunities
- Take full ownership for managing your CRM, databases and associated admin
- Feedback on all areas of activity reporting directly into Client Services Director and Founder

ROLE PROFILE

- 3+ years' experience in business development or key account manager role
- Experience selling into the Public / Not for Profit Sector desired but not essential
- Track record in sourcing leads and arranging meeting opportunities with key decision makers
- Consistent performer with experience of hitting sales targets and managing pipeline
- Possession of excellent customer service, communication and organisational skills
- Comfortable working in a dynamic, evolving and target driven environment
- Able to work professionally and calmly under pressure
- Ability to prioritise workload, efficiently manage diary and time sheets