

## **Business Development Executive (B2B IT Services)**

Cambridge | Monday–Friday (Office-based)

£26,000–£32,000 base + uncapped commission (OTE £38k+)

Start Your Career in B2B Sales - Without the Hard Sell

### **Looking to break into sales or take the next step in your career?**

We're hiring a Business Development Executive to join our growing team in Cambridge. This is a relationship-focused role, where you'll connect with local businesses and schools, introduce our services, and book qualified meetings for our senior sales consultants.

No hard closing. No aggressive selling. Just great conversations and opportunity creation.

If you're confident speaking to people, motivated by targets, and want a clear path into a long-term sales career, this could be the role for you.

### **What You'll Be Doing**

- Reaching out to local businesses and schools via phone, email, and LinkedIn
- Introducing our IT services and identifying potential opportunities
- Booking qualified appointments for senior sales team members
- Building rapport and maintaining professional relationships
- Keeping CRM records up to date
- Collaborating with the wider sales team to support pipeline growth

### **What We're Looking For**

- You don't need to come from IT or tech — we're open to a range of backgrounds.
- Strong communication skills and confidence on the phone
- Positive attitude and target-driven mindset
- Organised and self-motivated
- Comfortable with outbound outreach (training provided)

### **Ideal backgrounds include:**

- Sales (any industry)
- Recruitment
- Estate agency
- Customer service or contact centre roles
- Graduates looking to start a commercial career

### **Career Progression**

This role is the first step in a structured sales career path. High performers can progress into:

- Business Development roles
- Account Management

We invest heavily in training and development to help you grow.

### **What You'll Get**

- Competitive salary + uncapped commission
- Birthday bonus (yes, really)
- 31+ days annual leave (including bank holidays)
- Private healthcare
- Ongoing training and development
- Clear progression opportunities
- Supportive, team-focused environment where you're not just a number

### **Why Join Us?**

We're a growing, people-focused business where your contribution genuinely matters. You won't be stuck in a call centre environment, you'll be part of a collaborative team, building real connections and developing valuable commercial skills.

### **Apply Now**

If you're ambitious, personable, and ready to kickstart or grow your sales career, we'd love to hear from you.