

<b>POSITION:</b>	Business Development Manager
<b>COMPANY:</b>	CreMarc Limited
<b>LOCATION:</b>	Office in Weybridge, Surrey, we offer flexible and remote working
<b>REPORTING TO:</b>	Managing Director
<b>SALARY:</b>	Basic £40k and OTE £70k (Target Bonus paid Quarterly with No Cap)

## THE COMPANY

CreMarc is an established and successful Full Service B2B Marketing Agency that is embarking on its next journey of accelerated growth. What stands us out from the crowd is the impact we deliver for our clients transforming their marketing to be Strategy led and Data driven.

We are passionate about digital marketing, but more so about the outcomes we deliver. We're leading the way in the use of marketing automation and marketing technology to deliver data driven success. We work closely with our clients to deliver value, and we help their people to think differently and to out-market the competition.

We have been successful in adding new names to our loyal client base this year but now want to step this up a level, bringing in an experienced and exceptional business development manager who can immediately accelerate our growth.

## THE POSITION

We're looking for someone who has the skills and experience to help us find new business. You will have experience in a similar role at a marketing agency. You will be experienced in how to hunt for new business, how to build a sales pipeline, and how to close and then develop strong relationships with clients.

## THE IDEAL PROFILE

You will already be working in a similar role in a marketing agency but looking for a new challenge and to be part of an agency that is going places. You will understand and be passionate about digital marketing. And you will be experienced in building a sales pipeline, forecasting and closing new business.

At CreMarc we encourage people to work independently to create their own style of working. So we are looking for someone who will bring a proven track record of hunting and their own approach to establishing profitable relationships.

As specialists in digital marketing, we use systems to track and manage all our leads, so we're looking for someone who is comfortable using systems to manage their workload and pipeline.

The success of this role is all about how many new clients are won, so you will be someone who thrives on finding new opportunities. And someone with the skills to engage different types of people and create opportunities.

Our clients are varied and different types of people. We're keen to reflect that in our team, so we welcome people from all backgrounds. We know that the most creativity and innovation comes from creating diverse teams.

## THE SKILLSET

- 3-4 years of proven sales experience in a similar role
- Good understanding of digital marketing
- Proven experience of hunting for new business – we want to hear about your successes
- Driven by closing deals and tracking success
- Experience of selling to businesses, if you have sold in the tech sector, that's a plus
- Self-motivated person who is happy to work in a small, driven team

## WHAT WE OFFER

- Flexible working with combination of Office & Home working
- A growth culture that combines exciting work with social activities & challenges.
- Regus Office in Weybridge, but access to Regus Nationwide Business Lounges
- 25 days holiday per year
- Workplace Pension Scheme