

Business Development Executive

Who we are

Dayta are a Sage Business Partner that sells, supports and develops Sage accounting software. We are proud to provide a full range of Sage 200 products and services to many types of businesses. We have achieved Sage 200 Business Partner of the Year 2020 in recognition of our services, support and reputation in the industry. Dayta's head office is based in Fairford Leys, Aylesbury.

Overview

Having realised considerable achievements already our business is on a journey of growth, so this is a great time to join us. We are looking for a special someone who gets a genuine buzz from driving new business, building business relationships and providing excellent customer service.

The key focus for this position is to help accelerate sales growth while giving a consultative approach to all our customers; ensuring customer service is always excellent. You will work with the Sales and Marketing team to win new business and provide account management for our existing customers. You will have the full support of a passionate team to help you succeed as well as the freedom to work independently.

Key Accountabilities and Main Responsibilities

Sales

- Handle incoming enquiries from the Commercial and Education sectors.
- Engage with decision makers throughout the sales process - understanding the needs, pressure points and struggle of our Clients.
- Maintain the business pipeline for past/present/future opportunities and ensure CRM is up to date.
- Assist with the preparation of proposals and presentations
- File, archive and manage all project related information efficiently.
- Prepare weekly, monthly and ad hoc reports for the Management team.
- Assist with planning, travel arrangements and organisation of meetings.
- Attend demonstrations online and onsite throughout the UK so willingness to travel is necessary.

Account Management

- Be a point of contact for our existing customers. Maintain and optimise the relationship whilst exploring up-selling opportunities.
- Management of ad-hoc tasks for Sales and Marketing team.

Skills required

- You will need to have sales background with knowledge or experience of standard accounting practices.
- Strong working knowledge of sales and marketing industry, including digital tools and techniques.
- Excellent computer skills, including Microsoft Office suite and ideally web analytics, and GoogleAdWords.
- Excellent interpersonal skills with the ability to work alone or within a team.
- The ability to work well under pressure, be proactive, inquisitive, quick to learn, well organised and able to multi-task.
- Drive and desire to succeed in order to reach company and personal targets
- Excellent Customer Service skills
- Successful applicants should also be willing to travel and be confident in networking with employees from other companies and potential customers.

This is a full time permanent position.

Monday to Friday 9:00am - 5:00pm

Salary is negotiable plus annual company benefits to include:

22 days holiday plus 8 bank holidays,

Pension scheme

Free car parking

If this position interests you, please forward your CV to Jodie Hemsworth at recruitment@dayta.co.uk