

## Multilingual Business Development Executive

### Job Description.

ChargePoint Technology engineer and manufacture high specification powder handling equipment, supplying the international pharmaceutical, food and chemical processing industries.

A period of substantial growth has led us to create a vital new position to support our expanding network of sales representatives by ensuring marketing can continue to provide a high volume of qualified, sales ready leads.

The key remit of the role is to establish prospects, manage and develop these potential customers, and ultimately convert these into solid enquiries for the sales team and distribution network to close.

Working within the Marketing team under the supervision of the Sales & Marketing Executive, you will be responsible for helping to shape this role and create best practise methods for prospecting and lead generation.

This is an exciting new opportunity ideally suited to a recent graduate residing in the UK or from overseas, with some previous industry experience.

### **Responsibilities**

- Carry out customer profiling and market research, investigating industries in various geographical markets.
- Contact prospects within the companies researched in order to establish relationships and generate leads.
- Proactive prospecting by phone and email.
- Manage and develop leads with the aim of converting sales ready contacts to the sales team.
- Lead Management using the CRM database.
- Communicate your progress, information and findings with the sales team and distributors.
- Discover new sources of leads.
- Report on research, performance and help manage lead KPI's.
- Assist with other general sales and marketing activities as required.

## **Skills and Experience**

### **Essential**

- Must be fluent in English and French. German or other additional languages would be a distinct advantage.
- You will be a business, marketing, engineering, language or related subject, graduate with a good understanding of sales, marketing strategy and communications.
- Excellent IT skills and proficient in Microsoft Office applications, email and internet.
- Proactive 'hands-on' approach with an industrious work ethic.
- Motivated with the ability to organise and manage own workload.
- Results driven with a passion for building relationships, developing market intelligence and meeting objectives.
- Personable with excellent communication skills and a confident manner.

### **Desirable**

- Comfortable in conversing in a technical (engineering) language
- Previous experience in industry within sales, marketing, business development or similar role.

### **Closing Date**

19<sup>th</sup> January 2012

### **Applications**

Email CV to [ben.wylie@thechargepoint.com](mailto:ben.wylie@thechargepoint.com)

### **Location**

Speke, South Liverpool

### **Salary**

Competitive

### **Benefits**

- Car breakdown cover
- Pension scheme after 6 months service
- Full training
- Potential for career progression within a growing international business.