

Business Development Consultant

Reporting To: Sales Team Leader

Department: Sales, Norwich Office

Contract: Full-time, Permanent (Mon-Fri 9am – 5pm)

Salary: Competitive, with OTE of £45,000 plus pa (uncapped commission) - Reduced targets during training period (first 3 months) so commission earnings realistic from DAY 1

Benefits: Pension, Health Plan, 5 weeks' holiday, plus birthday day off, plus 8 paid Bank Holidays, Gym discounts, uncapped commission.

If you are money motivated and want to earn over £45,000 in a business to business sales role then apply to QMS to give your career and bank balance a boost, you won't regret it!

We even get that moving into a new sales role when you don't know the product can be tricky, so we have reduced all targets when you first start but you can still earn commission.

About us

Operating in the UK since 1993 QMS International provides professional consultation and support for Organisations that require a hassle free and cost-efficient route to ISO Certification.

We have proudly been delivering internationally recognised Management Systems for 25 years, with the aim of 'making businesses better'. Our growth plans are ambitious. Our customer base has grown significantly over the past few years and this growth will continue – that's where you come in.

Role Description

We are looking for proven sales top performers who want to overachieve and be rewarded accordingly. You will need to be able to quickly identify customer requirements, matching our services to our customers' needs and providing guidance for clients seeking ISO certification and ISO related products, from initial enquiry through to conversion of sale.

- Achieving sales targets: individual and team sales, revenue, conversion, product mix, productivity
- Converting sales leads and upselling additional products by phone advising customers on best products for their company
- Promoting Group company and partner products to our customers and generating 'cross sell' leads
- Working on outbound sales campaigns where required

About you

You are an excellent B2B Salesperson. You are itching for the chance to earn more money and work for a professional, supportive and friendly company where you have the chance to shine every day and have some fun along the way.

You have instinctive sales skills, the professionalism and personality to build instant rapport and develop great business relationships across the SME market. You understand the importance of building a pipeline and can vary your approach to suit your audience.

If you think you could add value to our business but more importantly smash the sales targets to double your bank balance – get in touch now.

Please note: While we endeavour to respond to all applications, if you have not heard back from us within 3 weeks of applying, your application has not been successful on this occasion. Applicant details will be kept on file for 12 months.