



Business Development Executive

Based in Manchester

**Competitive salary, benefits and bonus
scheme**

Full Time – Permanent Role

Passionate about Total Security Management



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Are you looking to build a career in sales? An opportunity has arisen for a motivated lead generator looking to break into sales in an exciting sector protecting businesses and their customers from the growing threat of cyber-crime. An award-winning and fast-growing business, ZeroDayLab combines world-class Ethical Hackers (the good guys) with the best practitioners in Information Security Consultancy to work across the world protecting well-known major brands from cyber criminals.

We are looking for a team member with a dynamic, upbeat and positive attitude who is keen to progress. You will be joining a rapidly expanding internal sales team supporting our Business Development Managers delivering Information Security Services and Solutions to leading companies across the UK, Ireland, Holland, the US and rest of Europe and beyond. By joining our internal sales team, you will be a key player in our growth, marketing our service portfolio and booking appointments for the sales team.

You will be self-motivated, competitive, with a tenacious mindset, have excellent written and spoken English and you will not be afraid of picking up the phone. You will be provided with full support and training to succeed in your role.

About ZeroDayLab

At the forefront of IT Security Consulting, ZeroDayLab's client base is diverse. Our blue-chip clients span across EMEA, the United States and beyond and come from all industry sectors from medium-size organisations to the FTSE100 & Fortune 500. Our holistic, 360° approach to IT Consulting Services and complementary security solutions is unparalleled and enable us to retain our clients by working as their strategic security partner, delivering far greater ROI.

We have two passions, Total Customer Satisfaction and Total Security Management; to deliver this, we employ only the very best people across all our locations in Brighton & Hove, London, Manchester, Amsterdam, Dublin, Bangalore and Delaware, USA.

Roles and Responsibilities

- Calling and prospecting new clients via phone/email/social/events selling to book appointments for the Business Development team
- To deliver targeted internal sales campaigns as defined by your Line Manager
- To deliver an agreed number of meetings and sales opportunities for the Business Development Managers per month
- CRM: maintain consistent and accurate records
- To provide support for wider marketing initiatives such as trade shows and executive seminars or social media
- To act as co-ordination support for Business Development Managers: diary management, relevant information, supporting collateral and information
- CRM management and development as directed by your Line Manager

Key Candidate Criteria

- Experience of working in a fast-paced office environment
- You will have experience in cold-calling
- Exceptional verbal communication and presentation skills
- Excellent listening skills
- Strong written communication skills
- Self-motivated, with high energy and an engaging level of enthusiasm
- Able to perform basic calculations and mathematical figures
- Ability to occasionally travel and attend sales events or exhibitions
- Ability to work individually and as part of a team
- High level of integrity and work ethic

Desirable Criteria

- Keen interest in/understanding of cyber security
- Proven B2B sales or lead generation experience
- To be based from our offices in Manchester

Successful candidates will be required to undergo background screening and offers of employment will be subject to the results of this screening.

In the first instance, please provide your current CV and contact details to Mr. Adam Ryan, ZeroDayLab Global Talent Acquisition Manager at aryan@zerodaylab.com. For further information, please visit www.zerodaylab.com

Benefits

- Competitive salary with annual reviews
- Performance-related bonuses
- Company pension scheme
- Private Medical Insurance
- Company Share Option scheme
- Length of Service is linked with increases in allocated holiday days
- Car Allowance (for certain positions)
- Parking/Season ticket scheme
- Bonuses for employee referrals
- Structured learning and development plans which can include support for professional qualifications
- Entertainment and social activities
- Annual eye tests