

Job Description: Business Development/Sales Executive (B2B)

Job Title:	Business Development/Sales Executive (B2B)
Salary:	NMW
Hours of Work:	Full-Time
Location:	Vale Europe Ltd, Clydach, Swansea, Wales, UK SA6 5QR

Overview	<p>Welcome to Algae Products International (API). Our cutting-edge eco-sustainable business is revolutionising the industries of cosmetics, pharmaceuticals, nutraceuticals, food, aqua, and agriculture with our natural and additive products. Our mission is to become the market leader in CO2 capture and to produce high-yield products that cater to the diverse needs of these industries.</p>
Key Responsibilities	<p>As a valued team member, you will be responsible for:</p> <ul style="list-style-type: none"> - Identifying and developing new business opportunities by leveraging networking, calling, and other lead-generation strategies. - Cultivating and maintaining relationships with potential clients, deeply understanding their needs, and providing tailor-made solutions. - Conducting comprehensive market research to identify emerging trends and untapped growth opportunities. - Collaborating with different departments to implement effective sales strategies and drive overall company success. - Preparing and delivering captivating presentations to clients, effectively showcasing the unique value proposition of our products and services. - Employing your exceptional negotiation skills to secure contracts and close deals that meet or surpass sales targets. - Providing regular updates on sales activities, pipeline progress, and accurate forecasts to ensure organizational transparency and alignment.
Qualification	<p>To thrive in this role, you must possess the following qualifications:</p> <ul style="list-style-type: none"> - A bachelor's degree in business administration, Marketing, or a related field. - A proven track record of success in business development or sales roles. - Proficiency in Salesforce or other CRM software, enabling you to manage customer relationships expertly. - Excellent communication and interpersonal skills, allowing you to build rapport with clients from all walks of life effortlessly. - Fluency in Welsh or Arabic is highly desirable not essential, providing you with an added advantage in our multicultural business environment.

	<ul style="list-style-type: none"> - The ability to analyse market data, identify trends, and capitalize on opportunities. - A minimum of 3 years of sales experience, showcasing your expertise in driving revenue growth. - Proficiency in Microsoft Word, Excel, and PowerPoint, enabling you to create impactful presentations and reports. - Willingness to travel across the UK, Europe, Qatar, and the UAE, expanding our global reach. - Self-motivation and an unwavering determination to achieve targets and exceed expectations. <p>Note: Applicants must have the right to work in the United Kingdom without requiring sponsorship.</p>
Requirements	<p>To excel in this role, you should meet the following requirements:</p> <ul style="list-style-type: none"> - A proven track record of success in B2B business development or sales roles, highlighting your ability to drive growth and build strong relationships. - Exceptional communication and interpersonal skills, allowing you to build rapport with companies and government officials at all levels effortlessly. - Outstanding negotiation and persuasion skills, enabling you to close deals effectively. - Proficiency in using software tools like HubSpot or other CRM systems, empowering you to streamline and optimize your sales process. - The ability to work independently and collaboratively as part of a team, demonstrating self-motivation, driven and time management.
Desirable Criteria	<p>Benefits:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Company events <p>Schedule:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Monday to Friday <p>Supplemental pay types:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Performance bonus <input type="checkbox"/> Signing bonus <p>Licence/Certification:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Driving Licence (required) <p>Work authorisation:</p> <ul style="list-style-type: none"> <input type="checkbox"/> United Kingdom (required) <p>Willingness to travel:</p> <ul style="list-style-type: none"> <input type="checkbox"/> 50% (required) <p>Work Location: Hybrid remote in Swansea</p>

Note

This job description is not exhaustive and may include other related duties as negotiated to meet the ongoing needs of our organization.
If you are a motivated individual passionate about driving business growth and building lasting client relationships, we would be thrilled to hear from you. Join us at API and participate in our exciting journey towards industry innovation and sustainable success.

Additional Information

For further information about the role, please send your enquiries to: info@algae-products.com