

**We are
hiring**

Business Development Executive

Clarilis is a document automation system that saves lawyers a significant amount of time in producing the first draft of all forms of legal documentation. It is designed from the ground up by solicitors for solicitors and takes its lead from traditional drafting techniques. Clarilis works with complex suites of documents.

You can find out more about us here: www.clarilis.com

About the role:

Role: Business Development Executive
Reporting to: Chief Marketing Officer

We are looking to hire a customer-oriented sales executive to utilise inbound and outbound telephone calls along with digital outreach via linked-in and email to progress and generate leads in the sales marketing funnel. The business development executive's responsibilities include cold calling to contacts in our prospect database and qualify them in or out of the sales and marketing process. They will then generate appointments for the sales team and maintain an accurate record of all contact made and received in Hubspot. Full training will be given.

To be successful, you will need to be tenacious, persuasive, and able to work in a high-pressure environment. Ultimately, a top-performing business development executive should be able to follow sales scripts as well as demonstrate exceptional communication, negotiation, and customer service skills. This role reports into the Business Development Manager who reports into the Chief Marketing Officer.

Main Responsibilities:

- Maintaining and developing prospect and customer relationships
- Accurately recording details of customers' buying motivations and blockers
- Generating promising leads for the senior sales team to pursue
- Data cleansing a contact/MQL funnel to progress or qualify out database contacts
- Working closely with the sales team to implement strategies
- Developing in-depth knowledge of products and services to make suitable recommendations based on customers' needs and preferences
- Continually meeting or exceeding daily and monthly targets with respect to call volume and sales appointments

For more information or to forward your CV for consideration for this role please email recruitment@clarilis.com



The ideal candidate will have the following skills and attributes:

- A graduate with a high level of professionalism and hunger to learn
- Proficiency in all Microsoft Office applications
- Experience of Hubspot CRM (desirable)
- The ability to follow scripts
- Strong negotiation and consultative sales skills
- Tenacity and resilience
- Excellent organisational and problem-solving skills
- Effective communication skills
- Exceptional customer service skills
- Positive mindset and energy to keep momentum

What do we offer:

Working closely with the Business Development Manager and the wider sales and marketing team, this is an exceptional opportunity for the successful candidate to be a key team member in a high-growth tech company.

EEO Policy:

Clarilis is an equal opportunity employer. All qualified applicants will receive consideration for employment without regards to race, colour, religion, sex, national origin, disability, sexual orientation or any other characteristics protected by law.

Hours: **Full-time**

Location: **Leamington Spa, Warwickshire**

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