
Job Description

Title: Business Development Executive (eCommerce Agency)

Salary: £25k - £30k base salary depending on experience + cash bonus based on signings.

Location: Vyper Works, 45 Holmes Road, Kentish Town, London, NW5 3AN, UK. *You may also work remote and in this case will be required to attend the office at least once a week.*

Type: Permanent

*Company profile:

*Vyper has grown over the last 9 years to become a highly respected E-commerce Agency. Managing the sales of over £40 million of inventory per year, Vyper is now recognised by clients globally for our expertise and capability on the Amazon, eBay and Shopify platforms. Internally, we are a tight-knit team of professionals who are well versed in all things e-commerce and share the ability to provide services at an advisory, operational and marketing capacity.

With offices in 3 key territories (UK [HQ], Japan and Germany), Vyper has established itself as a global partner for brands large and small whom want to establish and maximise their digital sales channels as well as reach in the EMEA, APAC and North American regions. Today brands such as GoPro, KIND, Vita Coco and York Fitness trust in Vyper to support them in the sustainable running and scaling of their Amazon, eBay and Shopify sales channels throughout the world.

*Job overview:

*We are looking for a self-driven, autonomous and motivated individual to join our team and take ownership of sourcing and acquiring new business accounts across multiple consumer product categories.

You will be responsible for operating across the full sales-cycle researching, contacting, pitching and winning new clients. By targeting UK and Europe based businesses, you will work to deliver new accounts that have a real impact on the company's revenue.

This role would ideally suit an experienced sales professional who can work independently and has a demonstratable track record of commercial success gained from previous sales roles.

Key areas of responsibility:

Become an 'expert' on the industry and types of services that we offer globally.

Research and identify appropriate opportunities for new business utilising numerous different sources from personal contacts to online and offline networks. This will be done at both a UK and EU level.

Manage the end to end sales process with prospective and target clients.

Work with the Business Development Manager to ensure that we are executing a clear and relevant sales strategy.

Attend industry as well as commercial events in order to extend the company's network as well as scout out prospective clients.

Support with following up on inbound sales leads in order to convert them.

Become an ambassador for the company representing us publicly to both industry-level contacts as well as wider afield.

What we are looking for:

You are a dynamic and a target driven sales professional with at least 2-3 years' sales experience in B2B sales capacity preferably within the consumer products or technology sectors.

You are motivated by targets and driven to smash them with a strong 'can-do' attitude.

You demonstrate relentless discipline in achieving goals and thrive in a high-pressured results orientated environment.

You are quick thinking and have an exceptional ability to motivate and influence key contacts and decision makers externally.

You are highly commercial and a strong negotiator, able to upsell as well as close deals with preferential trading terms.

You are happy to travel and be continually on the move both UK and EU wide.

You take ownership and work with a high degree of self-motivation and enthusiasm.

You are proactive with excellent interpersonal skills – engaging, persuasive and do not take no for an answer.

You are ambitious and excited by being in a high growth environment – professional, personal, company.

You are passionate about e-commerce and have some understanding of e-commerce platforms with a strong personal interest to grow within this industry.

*What we offer:

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21 days of holiday per year (excl. bank holidays).

Free day off on your birthday as our gift to you.

Flexible start and finish times.

Wear your own clothes, casual dress code – burn your suit.

Loads of free office snacks and breakfast every day– fill your boots!

Great learning and development opportunities at an international level in a start-up environment.

Funding for professional development courses.

Unrivalled exposure and insight into the world of e-commerce, end to end.

Exclusive discounts on client products.

Regular company events and team activities.

We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

Job Type: Full-time

Salary: £25,000.00 to £30,000.00 /year