



## **Position Summary**

We are looking for a personable Digital Marketing Business Development Manager that has experience selling to small and medium sized businesses. This is an excellent opportunity for a proven salesperson looking for a position in an exciting growth digital marketing agency. This role is responsible for individual revenue generation with the primary objective of implementing sales strategies and tactics to achieve set revenue goals. The ideal candidate should have a passion for digital marketing in a fun, fast paced environment and have an ability to create innovative solutions to win new business. You should be the type of person that brings ideas on how to solve problems in a proactive and innovative way.

## **Responsibilities:**

- Prospect, qualify and develop sales opportunities to target fast growing emerging brands, small to mid-sized companies in EMEA and America and with agencies looking for digital support.
- Create qualified sales leads and fill up the sales pipeline through a combination of email campaigns, research, follow up calls and attending events
- Work with the prospects marketing, digital team to identify digital marketing needs, challenges, and objectives, and create tailored proposals based on that output.
- Create enthusiasm for the Pico brand at events and other initiatives. (Post COVID-19)
- Create quarterly sales plans with forecast revenue and accomplishments

## **Qualifications**

- Bachelor's degree in marketing or related field
- Three to Five plus years sales experience. Benefit if that comes with digital marketing experience
- Experience creating markets, moving prospects along the sales cycle, and closing sales at small to medium sized organizations.
- Be familiar with digital marketing
- Consistent sales track record
- Experience in closing business with a long sales cycle
- Creative in trying new prospecting techniques and develop key account strategy for targeted accounts



- Needs to be self-motivated, a team player and fit into the culture
- Able to work in a fast-paced environment, at a boutique digital marketing agency
- Needs to have excellent listening, verbal, written, presentation and closing skills

### **Why Us?**

We're a nimble team and a close-knit group. Most of our relationships are born from past work and referrals. We create and nurture partnerships to understand our clients' frustrations and goals. There are hundreds of digital marketing agencies to choose from, so we let our results speak for themselves. Every client we partner with is incredibly important to our business.

### **Modern Perks**

We're forward-thinking not only in our online marketing campaigns, but also in benefits that make sense for our company and our staff. Some of our team's favourite perks include:

- Unlimited vacation
- Paid maternity & paternity leave
- Nest Pension Plan
- Remote work environment + office options
- Monthly cell phone and internet stipend
- Bonuses based on individual performance
- Profit sharing based on company performance
- Volunteering opportunities + individual charity selection
- Company events & celebrations
- £500 per year personal travel allowance
- Salary commensurate with experience

### **Interested?**

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