

## **Position Title**

Business Development Executive - EMEA

## **Reports to:**

Head of Sales - EMEA

## **Who are we?**

Rosterfy is a global leading, end to end workforce management software business. We are rapidly growing with clients across EMEA, APAC and the United States. Our SaaS based workforce management platform supports large organisations, not for profits and major events to streamline their end to end workforce management systems. Clients include the past five consecutive Super Bowl's, the United Nations Climate Change Conference (COP26), Team London, Munich 2022, British Heart Foundation and London Marathon Events to name a few.

With our head office based in Melbourne, Australia and offices in Colorado, London and Dubai, we are a young, vibrant and passionate team who are committed to connecting communities to events and causes they're passionate about through our end to end volunteer and paid workforce management solution.

## **The Role**

This is a brilliant role for a Business Development Executive who is interested in working in a fast-growing environment for a company looking to break space in new regions across Europe. You will be the first Business Development Executive to be based in the UK (preferably in the North West), to help support growth in Europe, as we look to expand our European team.

## **KEY RESPONSIBILITIES**

- Meet or exceed individual sales goals through own prospecting and winning new revenue-generating relationships.
- Work in a new business capacity, targeting a variety of sectors
- Use CRM, LinkedIn and other avenues to source leads and create an opportunity pipeline of prospects
- Research, identify and qualify prospects to hit agreed weekly/monthly/annual KPI's
- Book meetings and calls to qualify the prospects' requirements/pain points and deliver engaging product demonstrations
- Utilise advanced sales, communications and business skills to position Rosterfy to overcome objections/resistance and close the deal.

- Collaborate with the marketing team as part of strategies to create an inbound pipeline of leads

## **REQUIREMENTS**

- Minimum of 2 years B2B technology sales experience
- Previous experience selling a SaaS product and a strong interest in learning and utilising new technologies/software
- Be motivated, tenacious and proactive in your approach to break through barriers
- Experience in using a CRM system (Salesforce or Hubspot preferably)
- Driven and motivated to deliver results that are above and beyond
- Be hungry, committed and looking for an excellent opportunity to build a solid career in a company where the earning potential and career progression is truly unlimited
- Have high levels of integrity, transparency and honesty

## **PERKS OF THE JOB**

- Uncapped commission potential
- 25 days' holiday, plus bank holidays.
- Day off on your birthday.
- Access to performance discount schemes
- Flexible work hours/adjustments are available as well as a flexible work location
- Opportunity to work for a young, growing company with big global ambitions
- Professional development opportunities
- Paid volunteering time

**Location:** UK - preferably the North West, but flexible for the right candidate

**Salary:** £25-000 to £30,000 with an uncapped OTE scheme