

**BUSINESS DEVELOPMENT EXECUTIVE (RESOURCING)**

**About us:**

JGP Resourcing was born from our successful job board [www.jobsgopublic.com](http://www.jobsgopublic.com) over 20 years ago. We’ve come a long way since then and now offer various resourcing services to the public sector which we have a huge passion for. Our services include our integrated applicant tracking system, our newly reformed direct resourcing service and various recruitment advertising products. Over the past 12 months we’ve reshaped our direct resourcing service and now looking to expand the team with a commercially focussed sales professional.

**The Role:**

* Reporting into the Resourcing Business Partner you will work together developing a sales strategy for our newly reformed resourcing service.
* You will be allocated a list of key accounts which consist of clients we currently do business with and others we’re trying to break into. Were a well-known brand in the public sector resourcing space which means the business development strategy mostly has a soft landing.
* You will actively promote our new retained resourcing product with local authorities, education trusts, non-profit charities and central government organisations.
* Working closely with the Resourcing Business partner you will put together an ambitious strategy to win business and grow our brand with HR, internal recruitment and hiring managers within your designated key accounts.

**What we’re looking for:**

* A minimum of 12 months B2B sales or recruitment experience.
* A desire to work in a consultative sales environment with proven experience of winning and retaining business.
* The ability to build long-lasting relationships with senior managers and ensure you’re at the forefront of their minds when it comes to hiring decisions.
* You will be organised, self-motivated and a natural rapport builder.
* An understanding of the recruitment market would be a plus.
* An intuitive thinker that prides themselves on attention to detail and can put together thought provoking emails and content.
* Confident and calm telephone manner.

**What we offer:**

The opportunity to shape your sales career in a growing division within JGP. A competitive salary with strong earning potential based on performance. Some of our benefits include 27 days holiday, above statutory pension contribution, healthcare (including optical and dental) and 4:30pm Friday finishes.

The role will initially be remote in line with government guidelines, in the future we aim to use a hybrid approach which promotes flexibility but also ensures a community spirit in our London office. There will be an expectation to meet clients Face to face as well as weekly social gatherings within JGP.