



**Job Title:** Business Development Executive **Preferred Location:** West Midlands

**Business overview:**

WELL Training, deliver state of the art training solutions to national and international clients, transforming futures and delivering business growth to our clients.

**What we need:**

WELL Training is in an exciting growth transformation, and you would be a part of a close knit, supportive, and award-winning team. The role of Business Development Executive is to contact, engage with and win new customers for both apprenticeship and corporate training.

This is a hands-on role. Motivation, drive, and determination are essential qualities needed to achieve success.

**What you'll do:**

- Generate leads and cold call prospective customers
- Meet with customers/clients face to face or over the phone
- Foster and develop relationships with customers/clients over a period
- Have a good understanding of the businesses' products or services and be able to advise others about them
- Keep abreast of trends and changes in the training and HR / people
- Help to plan sales campaigns
- Create a sales pipeline.

**What you will be able to demonstrate to be successful:**

- Proven experience of external engagement, sales pipeline management and relationship building within business
- Excellent communication skills in English, both oral and written, with an ability to present material clearly to a variety of audiences and great Microsoft software skills
- Experience in education and training would be a strong advantage
- A full UK driving license and ability to travel.

**Qualifications:**

- Educated to A level (or equivalent) with relevant experience in a similar or related business development role
- Strong planning and organisational skills with the ability to successfully multi-task
- Proven experience of sales pipeline development

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**Role Package:**

- A great financial package for the right candidate
- An employer pension contribution and employee pension deduction made through salary sacrifice for tax and national insurance savings
- Reward & recognition related to new business revenue you secure
- Fantastic CPD opportunities
- One extra day annual leave on your birthday
- Flexible working location and hours (working from home and office)
- The opportunity to be part of a forward-thinking collaborative team who will focus on your future career and development
- Travel throughout the UK will be required on occasion.

**Please note all WELL Training job offers are subject to Enhanced UKCRBS checks.**

**To apply, email your CV & covering note, quoting reference Ref: BDE\_120722 to:**  
[careers@welltraining.co.uk](mailto:careers@welltraining.co.uk)