
Kefron – Business Development Consultant UK

Position Reports to: Head of Sales

About Kefron

Kefron is a family owned document and information management company.

Kefron is a people business and we are experts in what we do. People like doing business with people who work closely with them to understand their needs. That's why we recognise that our core strength is our people and because of this, our people pride themselves in getting things right.

Our Vision: Our brands in every building

Our Mission: To get closer to our customers. See the need, deliver the solution

Our Values:

- Passion & Pride
- Security & Trust
- Initiative & Ownership

Job Purpose:

Kefron are looking for a Business Development Consultant to join our digital business selling our suite of digital automation products to organisations across the UK and mainland Europe.

Key Responsibilities (Key Responsibilities include, but may not be limited to)

- Calling, emailing and speaking with potential clients.
- Booking and scheduling qualified meetings for our sales team to attend.
- Delivering remote demos.
- Managing and updating Kefron's CRM.
- Updating and managing Kefron social media channels.
- Working with Kefron Marketing team on exciting campaigns each month



Personal Specification

Work Experience Necessary:

- Up to 1 years' experience in a sales or customer service role is required.
- Experience using LinkedIn
- Experience cold-calling and pitching products or services over the phone is preferred.
- Experience using CRM, Excel and Microsoft Office products.

Personal characteristics:

- Capacity to deal with multiple projects and challenges in a fast paced environment.
- Calling, emailing and speaking with potential clients.
- Booking and scheduling qualified meetings for our sales team to attend.
- Delivering remote demos.
- Managing and updating Kefron's CRM.
- Updating and managing Kefron social media channels.
- Working with Kefron Marketing team on exciting campaigns each month A professional and very dynamic person that can adapt to the ever changing environment of Kefron Group.
- Must be self-motivated and deliver on agreed commitments in a professional and timely manner.
- Must be a team player, yet highly self-driven and ambitious
- Communicate all information in an open and courteous manner.