
Kefron – Business Development Executive UK

Position Reports to: UK Sales Manager

Location: London City

About Kefron

Kefron is a family owned information management. Kefron sell, deliver and implement a suite of digital automation solutions, designed to reduce the amount of manual intervention in high process volume work. Kefron work with a range of exciting organisations across EMEA and are looking for a Business Development Executive to assist in delivering on our aggressive growth strategy in 2020.

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:

As a member of the commercial team, you will have full responsibility for 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

Principal Qualifications Required:

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

Kefron is proud to be an equal opportunity workplace. We are committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity. If you have a disability or special need that requires accommodation, please let us know.