



Vacancy – Graduate Business Development Executive

Sales – The driving force behind the worldwide economy! Are you?

Outstanding opportunity exists for a Graduate Business Development Executive (or with at least 2 years channel sales experience) to join the UK's leading multi-brand desktop card printer provider.

Our Headquarters in the UK permit us to work closely with our European office and newly created facility in the USA to ensure a truly global force is created over the coming 5 years.

Eagle is the only focused trade provider available to support resellers and system integrators in a wide range of market sectors.

With our growing range of value add initiatives we set ourselves apart by providing personalised marketing materials, guides and more recently, fully managed and client personalised eShop product packed websites, namely [Complete-ID](#) to help our resellers grow efficiently and profitably in an industry performing at over 30% per year.

As part of our continued growth, we have an opportunity for an internal based Business Development Executive to join an enthusiastic and professional team whom provide outstanding support to our customers and colleagues.

Working closely with one of our Business Development Managers you will assist with lead development, tracking and general client development, whilst supporting day-to-day client enquiries.

This exciting position will permit you to develop your business development career and your goal should be to achieve Business Development Management status within 2 years.

Please read on to review many of the key areas your new role will entail.

Sales/Account Management

- Owning a number of clients and encouraging increased sales to hit set targets.
- Qualifying leads, logging and passing to our external sales team or resellers if necessary.
- Handling incoming enquiries by phone, fax and e-mail and following up to close where possible.
- Ability to identify target markets, hunt for new business and manage new accounts opened.
- Communicating special offers/promotions to customers and prospects.
- Recording all interest and following up accordingly to maximise sales.
- Updating internal databases accurately.
- Submitting quotations, spec sheets, and samples as required.
- Supporting external sales team where necessary.

General Admin/Support

- Obtaining proof of deliveries for customers.
- Completing loan/lease & rental paperwork, and monitoring to make sure printers are back on time.
- Proofing bureau jobs.
- Monitoring and renewing call offs/carnets.
- Filing/archiving

The Ideal Candidate Should Have/Be:-

- A business qualified graduate or have relevant sales experience (from within a channel environment with target and account management experience).
- Caring attitude towards the role with good attention to detail.
- Good people skills with the ability to work well and build relationships with people at all levels.
- Excellent communication and written skills (+ good/friendly telephone manner).
- Keen to learn and develop new skills, along with being able to ask for help if stuck.
- Excellent under pressure and have the ability to prioritise.
- Good IT and Microsoft Office skills (Word, Excel, Access and Outlook).

Please send your CV with covering letter along with current remuneration details to Nicky Kelly – Office Manager either by post or email. Alternatively, you may use our [online application](#) to post your CV.

Eagle Technologies Ltd is the only **"trade only"** multi-brand desktop card printer product distributor providing all leading card printer and consumables brands, plastic cards, badge holders/lanyards, in/out of warranty repair solutions (including onsite services), card badging software, and a comprehensive bureau card personalisation and fulfillment offering.

We sell only to resellers and add value by providing a variety of services. Our mission is to grow the business of resellers across the UK & Europe by providing the services and tools which make them more efficient, effective and successful. *For example, save money, make money and improve your online presence with an eShop friendly product managed and fully maintained card printer website from www.Complete-ID.com From only £797 per year and live within just a few days!*

Eagle customers have access to the industry's leading vendors, one of UK's largest product inventories, and the broadest range of value-added services available. There is only one focused trade only provider in the UK, Europe & Now the USA!

www.EagleTechnologies.co.uk

www.Complete-ID.com

www.Revolution.Complete-ID.com

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