



JOB DESCRIPTION

Junior Business Development Manager

About us

UnderTheDoormat meets the growing demand for managed accommodation in the sharing economy. We provide guests with the comfort of a home and professional service of a hotel and offer homeowners a hassle-free way to earn extra income while they are away.

In the two years since we began we have proven our concept, grown the business and put in place the foundations to scale up in London. We are looking for bright and ambitious people to help continue to grow the business first in this city and then internationally.

About the role

The Junior Business Development Manager will play a key role in our London team. We are looking for a genuine self-starter who has ability, potential, and a thirst to learn and grow as the company does. Previous experience of some of the core capabilities is crucial, but you don't have to have done it all before to be the right person.

The junior BD Manager would have a crucial role to play in:

- Lead Generation
- Qualifying and responding to inbound enquiries
- Outbound sales – phone, email and social selling
- Attending meetings with potential homeowners
- Management of CRM system
- Proposal creation
- Adherence to SLA's
- Pipeline management
- Work towards sales targets and KPI's
- Attend industry functions and networking events

What we are looking for:

- Experience using a CRM system
- Knowledge of sharing economy
- Minimum of 2 years sales experience
- Solid negotiation and closing skills
- Excellent verbal and written skills
- Highly organised
- Goals orientated
- Team Player
- Positive attitude
- Passionate about being part of a growing start-up



- A self-starter, ability to manage workload and develop role
- Team orientated and client focused
- Confident and self-motivated
- Experience within travel and hospitality or the property and real estate businesses and a solid understanding for its various moving parts and its decision makers' motivations

As a young company, you will have the freedom to drive continuous improvements in how we operate – and we genuinely want you to drive improvements and own your function, not just take direction. The role will suit an individual who is independent and happy to spend the majority of their time in the field at appointments.

We need a practical, hands-on, brilliant person who wants to dive in, make an impact on our businesses, and establish a career for themselves in a startup environment. It's not so much about where you've worked before; we're interested in what you have built and contributed to the team you were part of. It's not necessarily the subject you studied at university that will make you stand out, it's more about your desire to build something new and succeed in an exciting partnership.

Salary: Competitive with commission structure

How to apply: Please email your CV to Victoria Hardy at victoria@underthedoormat.com