

Job Specification

Job Title: Business Development Manager

Job Type: Full-time

Salary: annually GBP25,080 or over with commission (gross pay with 28 days holiday entitlement including bank holidays).

Benefits:

- Flexible working time
- Work from home
- Employee discount

Schedule:

- 40 hours per week
- Monday to Friday

Supplemental pay types:

- Commission or bonus

Work Location: Working from home and occasional client visits to local merchants in the UK might be involved.

Expected start date: as soon as possible

Company Overview

BananaMonkey is a UK-based innovative lifestyle and culture platform that has revolutionized the way Chinese-speaking international students in the UK connect with the vibrant lifestyles and rich cultures of the UK.

Over 120,000 Chinese-speaking international students come to the UK every year, and we offer a wide range of resources to help them adjust to a new culture and lifestyle. We understand the challenges, including culture shock, study stress, and lifestyle differences, that international students face in a new environment and help to address these challenges and improve their educational experience in the UK.

At BananaMonkey, we also believe in creating value for UK merchants. We work closely with local businesses, including restaurants, student accommodation

providers, retailers, hotels, tourist attractions, event organizers, and more, to provide them with a reliable and efficient digital platform to promote their products and services to international students.

For more information, please visit bananamonkeyglobal.com

Job Summary

This position plays an essential role of our business by recommending our digital solutions to relevant local merchants such as, restaurants, student accommodation, hotels, assistant with their onboarding, support their daily usage, and help them to increase ROI. The annual salary for position is GBP25,080 or over with commission (gross pay with 28 days holiday entitlement including bank holidays). This position also offers potential for further career development, interesting professional benefits.

This position involves working from home, with occasional client visits to local merchants in the UK. 40 working hours weekly and flexible daily working time.

Responsibilities and Duties

- Recruit new merchant users, such as restaurants, student accommodation, hotels or others in the UK, to use our platform, while manage the existing merchant users. Assist with their onboarding, daily usage, and continuously optimize ROI.
- Implement the company's sales strategy and policies to generate revenue. Utilize various methods such as cold calls, online meeting, email marketing, on-site visits or events to complete sales and meet KPI targets. Own the entire end-to-end sales process.
- Conduct reservation, support customer applications and ensure the booking completion. Interaction, communication and working with merchant users. Maintain long-term partnerships with merchants.
- Support the creation and implementation of the marketing strategies of the business.
- Identify potential opportunities and competitors in the markets, as well as potential improvements for the business.
- Report to the director and collaborate with the team in a cross-cultural environment.

The above is not an exhaustive list of duties, and you will be expected to perform different tasks as necessitated by your changing role within the organisation and the overall business objectives of the organisation.

Qualifications and Skills

- Bachelor degree or above is preferred.
- Experience in sales, business development or account management is preferred. Knowledge of the Internet industry is a plus.
- Outstanding communication and interpersonal skills, with the ability to persuasively communicate recommendations and effectively champion customer needs.
- Comfortable with cold calling, video conferencing, email marketing and approaching merchants, such as local restaurants, in the UK in person to recommend using our platform face to face.
- Attention to detail and patience to resolve merchant client problems and satisfy their needs at daily work.
- Able to use Word, Excel and email and other kinds of common office software for daily work
- Able to cope with pressure and an environment where not everything works yet. More interested in taking ownership of problems than worrying about whose problem it is.
- Result-oriented and self-motivated, with the ability to handle multiple tasks at work. Strong organizational skills to keep track of multiple tasks, deadlines, and priorities, and effectively manage time to prioritize tasks.

The candidate needs to have the legal right to work in the UK.