

About Trending Now

Trending Now is an AI-powered news publication business, giving industry professionals one place for all the top trending stories in their industry via newsletters and news websites. We are one of the leading B2B news platforms globally and pride ourselves on our unique AI-powered product, cutting through the noise and giving subscribers the headlines they want to know about.

We not only enjoy what we do, we love it! We are passionate about delivering the very best results in everything we do and expect our team members to have the same passion.

The Role

The Business Development Manager will be responsible for B2B sales, driving customer acquisition converting leads into sales, generating new leads, creating bespoke packages, negotiating pricing and forecasting sales revenue.

Working closely with the Head of Sales, the successful candidate will play a critical role in helping drive the growth of Trending Now in 2024 and beyond.

Key Responsibilities:

- Drive new customer acquisition growth through outbound calls, emails and LinkedIn to prospective businesses.
- Provide bespoke solutions that meet customers' needs by selling our suite of digital advertising options.
- Provide timely and accurate forecasts, giving clear visibility on your revenue performance.
- Maintain up-to-date knowledge of our products and processes.
- Engage in team development and mentoring.
- Represent the voice of the customer to cross-functional departments, including Marketing and Product.
- Attend any events as and when required for networking.

Requirements:

- A clear enthusiastic and resilient attitude to work.
- Minimum 2 years' successful digital advertising sales experience.
- Proven ability to win net new business (outbound).
- Strong sales skills and proven record of hitting/exceeding your sales quota.
- Comfortable working in a fast-growing environment.
- Exceptional written and verbal communication skills.

What we will do for you

- Make you feel like part of a family.
- Know your name – you're not just a number here!
- Encourage you to develop your skills, strengths and career.
- Recognise your contribution and hard work.
- You will get to work with the best brands in the industry.
- Make sure you're never bored!
- Love our company parties!
- Make sure you have fun – because we do have fun!