

BabelQuest

Business Development Manager

Job ID: 1000000000000000

Key details:

- **Location:** Abingdon, Oxford, or UK (remote/hybrid)
- **Salary:** Competitive, plus uncapped commission

We're looking for a motivated and curious Business Development Manager (BDM) to join our growing team. You'll be joining a collaborative, high-performing sales function where your curiosity and ambition will be supported with structured training, coaching, and real ownership of deals. You'll take ownership of meaningful conversations and sales opportunities with the support you need to succeed and progress quickly. You'll engage directly with prospective clients, manage your own sales pipeline, and play a key role in helping businesses unlock growth through HubSpot.

Key responsibilities:

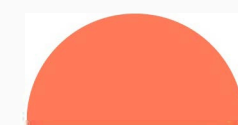
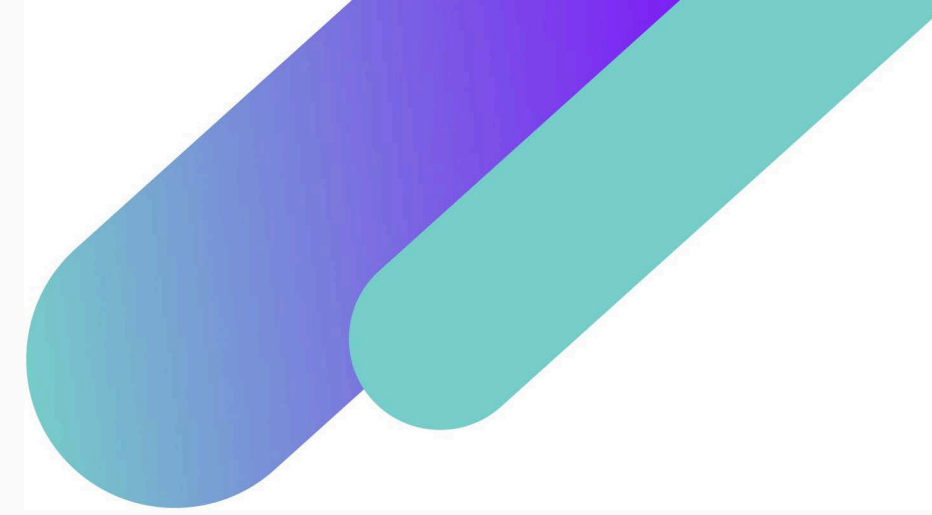
- *Prospecting & Outreach*
 - Identify and connect with potential clients who could benefit from BabelQuest's services.
 - Conduct outreach via email, phone, social media, and video to build awareness and generate conversations.
 - Work inbound leads and referrals effectively to qualify opportunities and build trust early.

- *Sales Conversations & Closing*

- Lead discovery calls to understand the client's goals, pain points, and needs.
- Conduct consultative sales conversations that align BabelQuest's services to those needs.
- Create and present tailored proposals in collaboration with the wider team.
- Own your pipeline from first contact through to close, with support from experienced colleagues.
- Close deals and ensure a smooth handover to the delivery team.

- *Collaboration & CRM*

- Keep your CRM records clean, accurate, and up to date.
- Provide input on forecasting and pipeline health during team meetings.
- Work closely with HubSpot's sales teams on shared opportunities and mutual accounts.





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Business Development Manager

What we're looking for:

- A genuine interest in sales, consultancy, and the tech sector.
- Some experience in a commercial or client-facing role – this could be B2B sales, account management, recruitment, customer success, or similar.
- A confident and clear communicator who's comfortable speaking with senior stakeholders.
- Proactive, self-motivated, and resilient when facing challenges.
- Organised with excellent follow-through and attention to detail.
- Familiarity with a CRM tool (such as HubSpot) is essential.

Why you'll love working here:

We are a company that values innovation, collaboration, and your input. We offer a supportive environment where you can grow both personally and professionally. By joining us, you'll be part of a dedicated team that delivers impactful results for our clients.

- We truly want to do more for our people so you'll join a team of like-minded individuals with a focus on culture, hard work, having fun, transparency, openness, and enthusiasm.
- Competitive salary: Commensurate with experience, plus uncapped commission
- Clear path to progress into senior sales or consulting roles as you develop.
- Flexible working where you choose when and where you work
- ½ a day per week (23 days a year) for training and professional development to support a clear career path.
- 25 days holiday, which increases with time to 30 days.
- 4 weeks paid sabbatical leave with £2K bonus after every 5 years' service
- Unlimited unpaid holiday.
- Really flexible benefits (£650 per year) to support your well-being; you can choose anything from a cleaner to your pet insurance!
- Employee referral scheme.
- Employee of the Month awards.

If you're a motivated self-starter who loves connecting with people, solving problems, and building a career in sales, we'd love to hear from you.

