



Business Development Manager

You'll add to our list of awesome clients

From finding leads to closing deals, you'll help businesses discover HubSpot and the services we offer to unlock its power.

You'll take prospects through our sales process, asking questions and learning everything you can about them along the way. You'll give feedback to our marketing and delivery teams, along with your manager and colleagues.

You'll be responsible for your sales pipeline. That means you'll:

- respond to inbound leads, help where you can and filter them for follow-ups
- find new prospects and build your pipeline
- follow our sales process
- use our HubSpot CRM platform to track deals, project revenue and keep notes
- work closely with our Head of Sales and other delivery teams on closing, upselling and cross-selling
- explain technical concepts to prospects (make explanations relatable)
- own all aspects of sales KPIs (tracking sales, closing rates, pipeline speed and revenue projections)
- coordinate and work together with client services, delivery and marketing teams.
- have demonstrable experience in prospecting and closing £0.5M deals

On any given day, you might:

- check your latest leads, create a call queue and hit the phone
 - turn cold calls into discovery meetings, and run those on Zoom
 - follow up using anything from email to social media
- aim to have four to five productive conversations, and book one or two discovery meetings, each day

You'll work hard, be honest and help others. We'll make sure you've got all the tools and training you need. .

With your skills, and a love for sales, you'll grow

You'll learn along the way. For this role, you'll need sales experience (typically, B2B, at a digital marketing agency, consultancy or tech company). You'll be a team player, happy to work with everyone around you.

You'll solve problems and pay attention to details, documenting each step of your sales process. You'll need:

- strong communication skills and the ability to influence at all business levels
- enthusiasm for your role and our business
- energy and a positive attitude.

If you make mistakes, as we all do, you'll learn from them and turn them into experience. You'll be a professional who's tenacious and agile, always thinking about our customers.

Your experience will guide you in areas like:

- sales methodology and execution
- analysing business needs to find matches with what we offer
- best practice in sales, marketing and customer service
- time management and listening skills.





Why you'll love working here:

- flexible working - you choose when and where you work
- half a day each week (23 days a year) to level up your skills and build your career
- up to 30 days of paid annual leave.
- a month-long paid sabbatical and a £2,000 bonus to celebrate your five years with us.
- unlimited unpaid holiday
- flexible benefits where you can choose anything from a cleaner to your pet insurance
- employee referral scheme and monthly awards.

Location: hybrid (remote/office-based)

Job type: full-time, permanent

Salary: Competitive

Why BabelQuest?

It took us more than 10 years, and about 500 projects, to earn the right to use one word: elite.

Spin the globe, and you'll find over 6,000 HubSpot partners. Filter your search for elite ones, and you're down to fewer than 40.

That means you'll work with the best of the best. You'll build new skills and discover exciting career paths. You'll find curious people who share your passion and find joy in mastery.

About Us

We're HubSpot experts. And we use our knowledge to help our clients succeed.

BabelQuest is both an agency and a consultancy. Architects and master builders. It's part of what makes us different.

We've got an agency team, and our consultants: the expert practices team. We're growing, so we've now also got teams that focus on website builds, customer support and our plans as a company.

With every project, we use technology to pull together the worlds of sales, marketing and customer service.

