

BUSINESS DEVELOPMENT REPRESENTATIVE

Applied Data Science Partners (ADSP) is an innovative data science and AI consultancy based in London. An exciting opportunity has arisen for a Business Development Representative join us.

We're looking for a confident go-getter to actively source new leads and nurture client relationships through to deal closure. Reporting directly to the Head of Business Development, this role is perfect for someone who wants to work at the cutting edge of consultancy services, connecting with companies across a wide range of business sectors.

We're looking for someone with a personable nature who is excited about the opportunities that data science and AI can unlock and a desire to develop with a fast growing organisation in one of the most exciting fields.

Responsibilities

- Work with the Head of Business Development to implement the Territory Plan and Social Selling Strategy
- Become proficient in using tools such as ZoomInfo and Sales Navigator, to research and identify prospective clients
- Utilise phone, LinkedIn and email to reach out to prospective clients to book initial meetings with the Head of Business Development and/or ADSP Partners.
- Keep up to date with AI and data science related news, as well as share relevant content with the wider team
- Attend conferences and networking events
- General business administration and coordination of diaries for the senior team

Skills

Essential:

- Highly motivated and driven personality who feels confident engaging with the C-Suite
- Research Skills
- Strong interpersonal skills
- Excellent organisational and time management skills
- Creative thinking and ability to come up with new ideas
- Excellent at both written and oral communication

Desirable:

- Degree level education
- Ideally has a basic understanding of AI and Data science and their multiple applications
- Experience working in consultative sales



For more information visit: adsp.ai/careers



To apply, email: careers@adsp.ai

