

BASIS is an equal opportunities employer.

Registered charity:
1077006



Position Available - Business Development Executive

Ashbourne, Derbyshire

BASIS is an independent organisation, and registered charity, committed to raising professional standards across land management and food production by supporting people and businesses with our industry leading qualifications, professional registers and auditing schemes. Over the past 40 years, BASIS has expanded its remit from specialising in the pesticide, fertiliser and related industries to encompass all aspects of land management and food production including pest control, amenity, environmental management and sustainable crop production.

BASIS is now looking to recruit an outstanding individual to work as a Business Development Executive. Based within the Business Development & Marketing Department you will work closely with team members, and the wider organisation, to expand and develop the products and services BASIS offer in order to enhance the positive impact BASIS has within the industries we work in. This is a varied and exciting role which provides significant opportunities for personal development and growth. The successful candidate should have excellent interpersonal skills, an eye for detail and a positive and enthusiastic approach to learning and development. This is a permanent full-time position which provides a competitive salary as well as additional benefits such as a company car and pension scheme.

Key Tasks include:

- Drive business development through new customer acquisition and organic growth of our current portfolio
- Build new relationships with key stakeholders, with a focus on new market opportunities and collaborations
- Represent the organisation at meetings and events to promote BASIS in a positive way
- Provide technical support to the wider BASIS team
- Develop technical content within newsletters, leaflets, presentations and mailshots
- Carry out market research to identify new business opportunities and produce reports based on this
- Develop technical materials to support new products and services
- Work collaboratively within the team, organisation and wider industry, providing ideas during regular meetings

Personal Specification:

- Positive and proactive attitude
- Excellent interpersonal and networking skills with the ability to build relationships with new and existing customers
- Collaborative approach with the ability to work within a team
- High level of computer literacy
- Good attention to detail with a logical and analytical mindset
- Experience of working within a business development or technical support environment
- Degree level qualification ideally in a scientific subject related to food production and land management, or equivalent experience
- Strong written and verbal communication skills
- Eager to learn new skills and develop within the role
- Able to demonstrate an ability to develop and deliver new projects, including presenting these projects to small and large groups

For further information or to apply for this role please send your CV and supporting letter to greg.hopkinson@basis-reg.co.uk

Applicants will receive a response to their application after the closing date on 29/1/21

We are not currently looking to engage with agencies while recruiting for this position