



## Job Specification

**Sales /Business Development Executive**

**OTE £18,000 -£30,000 (uncapped)**

Objektum Venues is the new, exciting venture of the Objektum Group - we are an event planning company specialising in training. We work with Clients to organise and manage the facilities for their training courses, workshops and seminars.

Built on a solid foundation of business and experience in the training industry, we are looking for an energetic, confident and driven sales candidate to join our team and help us identify new opportunities, anticipate changing needs and deliver exceptional standards of service. You will call prospective Clients (B2B), build and manage the database, develop effective marketing and sales strategies, respond to new enquiries and manage Client relationships across the UK.

The ideal candidate is/has:

- Intelligent with an outgoing, friendly personality and a good sense of humour.
- Clear, articulate telephone manner and excellent communication skills.
- Good personal presentation and client facing skills.
- Must be resourceful with good organisational skills to work independently with minimal supervision and handle multiple responsibilities simultaneously.
- Requires flexibility and the ability to prioritise and manage time.
- Enthusiastic, professional, highly driven, self motivated and prepared to offer 110% effort.

You are looking to move into a role where your progression is down to you. A good team player, you will also need computer literacy and the ambition to influence the future of our young and dynamic company. There is no cap on earnings and we will continue to reward success.

If you are interested in this position please contact Catherine Robson  
t: 0845 199 9932 e: [info@objektum-venues.com](mailto:info@objektum-venues.com)