

# Are you our new

## Business Development Manager in the Manchester Sales Team?

This is no ordinary sales department. You can expect to be generating sales and managing accounts for exciting custom research projects. YouGov is not just a political polling company, we are a highly complex and customer-obsessed data company ranked 20<sup>th</sup> in the American Marketing Association's gold report of top 25 global market research firms. You will be joining a team that works with the world's leading brands, and we only need high calibre candidates that are ready to join us on our ambitious journey.

### What will I be doing?

You will have the chance to own a designated territory; discovering, developing and managing accounts and handling complex negotiations and contracts. Your commercial awareness and excellent communication skills will allow you to really promote YouGov's data offerings (Data Products; BrandIndex & Profiles, and Data Services (Omnibus and Field&Tab), and your relentless energy, positive attitude and never-give-up approach will give you the platform to succeed.

Day-to-day you will be working in a dynamic, fast paced environment with like-minded people that like to generate and celebrate success. We encourage and foster a "work hard, play hard" culture and recognise the challenges that come with new business sales, but we are a strong sales operation that is structured to make you successful in your role.

### What do I need to bring with me?

As you'd expect, you will already be an experienced sales person with exceptional hunter-style business development skills, along with a demonstrable track record of sales achievements (and plenty of them). You'll ideally have experience of the market research sector, although this isn't mandatory but you need to be comfortable with a subscription sell. Naturally we also expect excellent written English language skills, and being extremely personable and client facing is crucial.

### A couple more things...

This is a full time role (37.5 hours a week), based at our WeWork Manchester office in Spinningfields. Our [candidate info pack](#) will tell you all about our company benefits and what our work culture is like – have a read!

Don't forget to check out our [website](#) and here's a [client testimonial](#) to watch.

P.S. If you've read this and realised that the role isn't for you, could you recommend someone you know?