



## Business Development Advisor

### Why should you apply?

- Build a career where you can earn a six-figure salary
- Average year 1 earnings = £38,000, year 2 = £55,000, year 3 = £80,000
- Welcoming, sociable, and diverse culture
- Company retreats throughout the year. See a clip of our most recent getaway:  
<https://www.youtube.com/watch?v=tMAGV7be8EM>
- Early 3:30 finish EVERY Friday!
- Free drinks on a Friday
- Regular company socials and team building events
- Our employees get exclusive discounts on big brands e.g., Apple, TUI, Vue, PureGym, Deliveroo and many more
- Employee Assistance Program (EAP) - access to mental health support, therapy sessions, financial support and more

### Company:

With the goal to have millions of companies using Blink, we're investing our resources into creating and shaping a better workplace and future for all our team members. We are growing fast, and we are looking for talented, self-motivated people that value collaboration, growth and learning to be a part of our journey.

We are looking to take on experienced internal sales professionals to join a dynamic team with them. With exceptional training and the leadership of our Blink experts, we will give you the tool kit you need to provide unparalleled payment solutions!

With 70+ staff, spread across 3 offices you will have the opportunity to be part of a dynamic company. There are also lots of opportunities for progression, vertically and horizontally.

**Salary:** We have a salary structure which is completely within your control giving you the ability to increase your basic salary to £30,000 within 12 months.

**Uncapped commission plan.**

### The Role:

- Generate interest in the Blink platform and pursue new opportunities
- Lead generating to find potential new customers
- Making calls to prospects to understand the needs of their business
- Conducting fact finds & setting demo appointments for our BDM's
- Using a CRM (customer relationship management) system to accurately record client information
- Use the marketing at your disposal to capture the interest of your future clients

London Head Office: 1 Tapper Walk, Kings Cross, N1C 4AQ

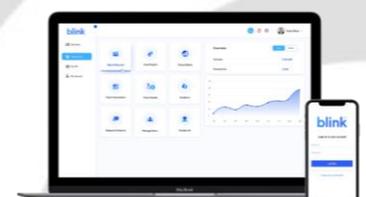
London Office: 5 York Way, Kings Cross, N1C 4AJ

Manchester Office: 85 High Street Manchester M4 1BD

[welcome@blinkpayment.co.uk](mailto:welcome@blinkpayment.co.uk)

[blinkpayment.co.uk](http://blinkpayment.co.uk)

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# blink

## **What You'll Bring:**

- You will have a proven track record of over achievement in a fast-paced sales environment.
- Experience with SAAS selling is preferable, but not essential.
- Resilient, confident, and tenacious with an engaging personality as culture is very important to Blink.
- You'll have the ability to speak to a varied range of people and decision makers at different levels of the business
- Adaptable and open to change
- You'll be able to show initiative, be a self-starter, eager to learn and able to work as a team

**We can't wait to hear from you, if you're not sure please click apply and have a chat with our fantastic recruitment team to find out more about this role, more about Blink and more about the fantastic opportunities we can give**

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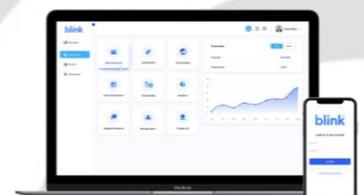
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