

**Job Title:** Business Development Executive

**Location:** Portsmouth (office-based)

**Salary:** £26,530.00-£30,000.00 per year

### **About the Role**

We're looking for a motivated and energetic Business Development Executive to join our growing sales team at Liquid Friday.

This is an office-based outbound role where you'll act as a champion for the Liquid Friday brand, introducing recruitment agencies and consultants to our services and generating contractor referrals for the business.

You'll be responsible for starting conversations, building relationships and identifying opportunities across the recruitment market. Working closely with the wider sales team, you'll help convert those conversations into new contractors joining Liquid Friday.

This is a high-activity role with full training, clear targets and genuine career progression, making it ideal for someone looking to build a long-term career in sales.

### **What you'll be doing**

- Making outbound calls to recruitment agencies and prospective partners
- Introducing Liquid Friday and identifying contractor referral opportunities
- Building relationships with recruitment consultants across multiple sectors
- Generating qualified contractor referrals that convert to payroll
- Logging activity, opportunities and referrals accurately in CRM
- Working towards daily, weekly and monthly activity targets
- Supporting wider commercial campaigns and sector outreach

### **What We're Looking For**

- Confidence speaking with people on the phone
- A positive, resilient and target-driven mindset
- Strong communication and organisational skills
- Sales, telesales, recruitment or customer-facing experience is helpful but not essential
- Someone motivated by career progression and personal development

### **Benefits**

- Full training and a structured development pathway
- A supportive and collaborative work environment
- Casual dress and free on-site parking
- Pension, holiday allowance and company benefits