

**Japanese Knotweed Ltd** specialise in the control and eradication of Japanese knotweed and other invasive weeds, throughout the UK. We mitigate and solve the problems invasive weeds cause for property developers, construction companies, corporate clients, local authorities, housing associations and private homeowners. We pride ourselves on offering the best service in the industry.

**Our** people are brilliant – they are self-motivated and dedicated. They are reliable and conscientious, and all share the same vision. They are energised by delivering an outstanding service to our customers with transparency and accountability, and this is what makes us a market leader.

We are recruiting a **Business Development Executive** with experience in the invasive/amenity weed control or groundwork/remediation industries.

We aspire to employ the best people to work for us, people who can take ownership of their roles and who enjoy doing what they do best, for a friendly and caring company. You will be a well organised and problem-solving person who is motivated by delivering high standards and who takes pride in a job well done.

If you have the required qualities and qualifications, please apply.

### **Role Summary:**

The Business Development Executive is a new role, and they will play a key part in creating new sales leads, increasing enquiry levels, and enabling the sales growth of Japanese Knotweed Ltd, reporting directly to the Sales & Marketing Director.

They will attain and use industry and market knowledge to identify and contact new target customers, develop existing client relationships, and create partner opportunities.

A highly motivated individual using direct contact techniques and working closely with the Marketing Team in developing direct marketing and attending industry exhibitions and events.

### **Business Development Executive**

Salary – £30,000 (Within a Salary Band) plus bonus scheme.

Term – Permanent full-time position.

Location – Working from home.

### **Skills and Experience:**

- Knowledge and experience in either weed control, remediation, groundwork, or construction related industries.
- Researching the industry and our target markets to find new customers and contacts.
- Sales experience in understanding customers, generating leads, negotiating sales, and integrating contract requirements with business services and operations.
- Highly motivated in meeting customers, presenting our business, and securing opportunities and wins.
- Dedicated to providing excellent customer service, ensuring a high level of accuracy/standards, professional, reliable, and willing to go that extra mile.

### **Responsibilities:**

The responsibilities of the role are detailed in the job description.

### **Benefits**

Competitive Salary, with performance bonus scheme.

Attractive Pension Scheme.

23 Days holiday plus bank holidays.

Additional holiday and award for recognition of long service recognition.

Birthday, Christmas, and special occasion gifts.

Company events, team breakfasts.

A generous holiday purchase scheme.

If you are interested in knowing about this job and would like to apply for the role, please contact [hr@knotweed.co.uk](mailto:hr@knotweed.co.uk).