



Main Address:
Nimaya MindStation
69 Farringdon Road
London. EC1M 3JB

+44 (0)20 8103 0212
info@nimaya.co

www.nimaya.co

Job Description

Business Development Sales Executive

Hours a week – 40 Full Time – or Part Time TBA

Pay: £21,000 – £25,000 per annum, plus performance related Bonus of up to £30,000

We are seeking a dynamic and engaged Business Development Sales Executive with experience and interest in the mind and body wellness industry to grow our corporate sales.

You will be responsible for generating and closing new corporate sales opportunities as well as raising awareness of the Nimaya Mindstation brand in and around Central London.

You will be selling treatment packages to businesses who are looking for a wellness solution for their employees to counter the stresses they experience, for example in the high-pressured financial and legal industries.

This is a proactive and external sales position and you must therefore have experience of and be good at gaining your own introductions to corporate business, particularly HR senior decision makers.

You will be part of our central team reporting to the Director. Your focus will be on the following:

Main Duties and Responsibilities

- Implement a sales strategy to grow Nimaya's corporate customer base in the Central London area
- Create your own opportunities and relationships with potential corporate clients and be able to sell corporate packages to them.
- Work closely with the management team, developing customised packages for prospective clients
- Ensure the CRM (or sales pipeline reporting) system is updated accurately and regularly
- Report on sales activity on a monthly basis, ensuring performance meets agreed targets for revenue and profit
- Be a proactive member of the business, staying abreast of industry trends and developments

Ideally you will have;

- 1-3 years external sales experience within the health and wellness industry
- A keen interest in alternative and holistic health and a good knowledge of the therapies we offer
- Excellent communication skills, both verbal and written
- Ability to use your initiative and seek out and make contact with senior decision makers for local businesses.
- Excellent in-person meeting skills including questioning, listening, establishing rapport and closing deal

This role can be full or part-time for the right person!

Reference ID: Nimaya Sales

Nimaya MindStation Ltd
Company registered in England
Company Number: 1210774
Registered Office: Osbourne House
Stanwell Road, Ashford, Middlesex
TW15 3QN. England

Registered for VAT: 332 1020 1