**Business Development Executive**

Our client is an exciting brand owner who works within the beauty sector and due to growth they are looking for a **Business Development Executive** to join their growing sales team. This role is ideal for someone who thrives in a fast-paced environment, is passionate about expanding market reach, and enjoys building strong client relationships.

You’ll play a key role in identifying and securing new retail opportunities across both UK and international markets while also managing a portfolio of existing accounts. Working alongside senior team members, you’ll help drive strategic growth and ensure exceptional service for our retail partners.

This is a full time Monday to Friday role and is fully office based.

**Key Responsibilities**

* Researching and identifying new business opportunities, both domestically and overseas
* Reaching out to potential clients and building a strong pipeline of prospects
* Preparing and delivering compelling business proposals and presentations
* Managing and nurturing a portfolio of current accounts to ensure client satisfaction and retention
* Collaborating with internal teams to develop tailored solutions and product offerings
* Tracking market trends and competitor activity to stay ahead of the curve
* Consistently meeting or exceeding sales and revenue goals

**What We’re Looking For**

* Previous experience in sales or business development—experience in the health and beauty sector is a strong plus
* Excellent interpersonal and negotiation skills, with the ability to build trust quickly
* Confident managing relationships with retailers and key stakeholders
* A self-starter with a results-oriented mindset and the ability to work independently
* Comfortable using CRM systems and Microsoft Office tools to manage leads and track progress

**What’s in It for You?**

* 22 days holiday + bank holidays (plus an extra day for each full year of service).
* Competitive salary (dependent on experience).
* Exciting work incentives including discounts, vouchers, and more.
* An annual allowance to spend on our products.
* Company pension scheme
* Health & wellness platform

Thank you for taking the time to apply to OPR Resourcing Specialists. If your application is successful you will be contacted within 7 days. We apologise but due to the high volume of applications we receive we are unable to provide feedback on individual CV's.

Please note that by applying for the above job it will be understood that you accept our Terms of Business and Privacy Policy which can be found on our website on the page "Find A Job".