

Business Development Representative (Associate)



Job Description



About us

Onwave are a market leading managed connectivity services provider and Mobile Virtual Network Operator that offer leading-edge services and future-proof network technologies built around our own, fully durable, core network.

Working predominantly within the infrastructure, construction and engineering sectors both within the UK and overseas, where there is a requirement for access to high-speed networking. Onwave focus on delivering fast, reliable, resilient and secure solutions to blue chip customers using a wide array of backhaul technologies including Wireless, Fixed Line, Satellite and Mobile.

Onwave also deliver a range of in-house software and data solutions such as our OWL technology, this combination of solutions provides successful candidates with opportunities to gain knowledge and develop their skills within a business that encompasses both networking and technology.

About the role

As part of our continued success and growth, we are looking for an ambitious, self-motivated, and highly driven founding Business Development Representative to join our team. In this role, you need to be highly organised and a great communicator to approach, qualify and secure sales opportunities targeting prospects that would benefit from our services.

The goal of this role is to create and cultivate relationships with prospective customers to build a consistent and high-value pipeline for our sales team.

This is a fantastic opportunity to accelerate your career in a well-established organisation. In return for high-effort and a hunger to learn, you'll work closely with an experienced and highly motivated team who will mentor, support and coach you to success with exciting development opportunities up for grabs.

Your main duties

- Following up on inbound marketing leads to identify and secure quality, high-value sales opportunities.
- Identifying, nurturing, and qualifying prospects from your own target list.
- Leverage outbound activities such as cold calling, email, and social media to qualify and set sales meetings.
- Manage and nurture a pipeline of engaged prospects to create well qualified opportunities.
- Consistently fund CRM with new, relevant, and up-to-date data to fuel our future marketing activity and build prospect intelligence.
- Develop a deep understanding of our services and the value they deliver to our customers.

Success in Role

- Number of sales qualified appointments attended
- Time to follow up on inbound inquiries (ideally within 30 minutes)
- Pre-meeting knowledge of your prospects' business and challenges

About you

- Educated to degree level.
- Interest in the technology sector
- Excellent written, verbal and interpersonal skills
- Inquisitive, focused and goal oriented
- Ability to thrive working within a fast-paced environment
- Experience promoting value and solutions that demonstrate clear ROI
- Resilient and highly organised
- Motivated to develop your sales skills and passionate about accelerating your career
- BPSS check required.

Onwave Culture

The Onwave culture is rooted in collaboration, innovation, and inclusivity. We believe in fostering a supportive and diverse environment where all ideas are valued and encouraged.

We prioritise open communication, transparency, and mutual respect among all team members. We are committed to continuous learning and development, and offer opportunities for growth and advancement within the organisation.

At Onwave, we value work-life balance and promote a flexible hybrid work environment. We are dedicated to creating a positive and empowering workplace culture that inspires creativity and excellence in everything we do.

Onwave Benefits

At Onwave, we understand the importance of supporting our employees both professionally and personally.

That's why we offer a comprehensive benefits package that includes medical insurance to ensure you and your family have access to quality healthcare when you need it.

A workplace pension scheme is in place to help you save for the future and secure your financial well-being.

We also have a reward gateway scheme that will provide you with discounts at major retailers.

Furthermore, our employee assistance programme offers confidential counselling and support services to help you navigate any personal or professional challenges you may face.

If this sounds like you, let us know using the details below!