The Glassmill
1 Battersea Bridge Road
London
SW11 3BZ
www.canxchange.eu

Job Description

Title: Business Development Manager
Employment type: Full time
Location: CanXchange Headquarters - London, UK
Reporting to: Sales Director

OVERVIEW

As industrial cannabis becomes an increasingly important agricultural item globally, CanXchange is committed to providing it with the infrastructure that more established commodities benefit greatly from.

We launched an innovative and user-friendly trading platform in February 2020 to provide our users with the first cannabis exchange of its kind to help unlock the potential of cannabis.

At CanXchange we believe the industry needs and deserves the right tools and secure market to perform trusted transactions.

Our team is driven to support our peers by sharing a wealth of trading, technology, client services and industry knowledge and experience.

The CanXchange team is value driven, strategic and entrepreneurial and in order to continue our growth we are seeking a talented Business Development Manager to help further expand our business footprint.

For more information please visit: www.canxchange.eu

ROLE SUMMARY

We are looking for an ambitious, dedicated and passionate salesperson with the relevant skill set needed to identify and proactively engage relevant leads. The role comprises a number of responsibilities including but not limited to:

- Strengthen sales department to achieve targets and results
- Maintain and support consistent engagement with our platform buyers and sellers to encourage trades
- Build strong relationships with CanXchange customers to build trust and encourage transaction longevity and loyalty
- Work closely with the marketing and product development teams to identify new business opportunities and maximise the sales outreach

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- Conduct constant pitches highlighting the value of the CanXchange business model to prospects
- Represent CanXchange at conferences, trade fairs and networking events
- Develop and execute the sales strategy, tactics and plans in order to meet targets
- Ensure sales pipeline is updated daily with relevant leads and prospects and regularly share with the wider team
- Guide and develop junior team members to maximise productivity and business success
- Develop scripts to improve customer experience and sales results
- Monthly sales highlights report and further project based reporting

SKILLS & EXPERIENCE

- Minimum of 3 to 5 years of experience in a Sales / Business Development position within a dynamic and fast paced business environment
- Proven track record of lead generation, pitching and closing deals within the European industrial cannabis (Hemp & CBD) market
- Professional and organised
- Excellent writing, communication and presentation skills
- Strong interpersonal skills and confidence to engage proactively with clients and business partners
- Self-motivated with a strong entrepreneurial spirit and ability to quickly adapt to a demanding, high growth business environment
- Technology savvy and keen to learn more about and/or interest in the ever changing world of cannabis, commodities and finance

WHAT WE OFFER

- Opportunity to work for an innovative and fast growing start-up within the canna-tech space
- Immediate access to the company founders who are involved in all aspects of the business
- Chance to work alongside our passionate, fun and diverse team
- A great head office space in central London – we're located next to Battersea Bridge in a fully-serviced office space that is open and COVID-19 compliant
- Competitive salaries
- Employee stock options
- 25 holiday days per annum plus UK Bank holidays