

Business Development Analyst Sales | London

[PRIMA](#) is a fast-growing international commodity markets research company and Price Reporting Agency. PRIMA has offices in London, Singapore and Chicago. [Markit](#), a global financial information and services company, is an investor in PRIMA.

PRIMA focuses on the interface between biofuels, energy and agricultural markets in its unique suite of informational and analytical reports and web-based information services. PRIMA's price assessment service provides impartial benchmarks for global markets in renewable fuel and other commodities, including markets in the emerging low-carbon economy.

PRIMA is looking to hire a London-based Business Development Analyst to sell research reports and data to an existing client base, primarily in Europe. This is a unique opportunity to join a dynamic organization that will enable you to build your career in a sector which is seeing growing economic and political influence.

Responsibilities:

- Expertly presenting PRIMA and its products on the phone, electronically and in person
- Conducting prospecting and customer qualification on an existing client database
- Sourcing new sales leads within the energy and agricultural industries across their relevant stakeholder base
- Closing sales deals on a consistent basis
- Working closely with PRIMA's editorial department on business development
- Travelling to events to gather information, develop your network of industry contacts and promote PRIMA

Requirements:

- Pre-existing permission to live and work in the UK
- Proven track record of relevant business to business sales experience
- High-level written and spoken proficiency in English, with an ability to write in English to a professional standard
- A strong telephone manner coupled with a resilient nature
- High degree of IT proficiency
- Strong interpersonal skills, with an ability to build contacts with industry executives
- Ability to work under pressure and to meet tight deadlines
- A passion for the promotion of renewable energy and climate change issues
- A desire to learn about financial markets and over-the-counter derivative instruments

If this sounds like you, please contact careers@prima-markets.com with a CV and a brief covering letter telling us why you're the person for the job. Due to the high volume of applications, we are unable to notify unsuccessful applicants.