



JOB DESCRIPTION

Graduate Business Development Executive



| Global Careers

Organisation name: PricewaterhouseCoopers

Job title: Graduate Business Development Executive

Reports to: Business Development Manager

Role responsibility

We are one of the leading and largest professional services firms in the world, aiming to build trust in society. Our diverse and agile workforce help our clients to resolve important issues. With responsibility for marketing and developing new business, you will hone your skills in management, finance, operations, sales and customer service. Successful candidates will start taking responsibility immediately, proving that they can be our future leaders.

Role duties

- Develop and deliver business plan objectives.
- Support our strategy, monitoring and converting opportunities into sales.
- Collaborate with other departments and provide regular updates to key stakeholders.
- Identify and analyse client issues, influencing them to accept your recommendations.
- Deliver an outstanding and seamless customer service experience, helping them to implement any changes.
- Prioritise projects in line with timeframes and agreed budgets.
- Review and analyse data to improve business efficiency and commercial decision making.
- Identify opportunities to drive your own development, and help to train new members of staff.

Qualifications and skills

- Bachelor's degree in any subject.
- Can work under pressure and achieve challenging targets.
- Demonstrates a commercial focus, turning ideas into actions.
- Provides an authentic and personal service to every customer.
- Excellent negotiation skills, helping to overcome barriers and positively influence our customers.
- Shares knowledge and works effectively in a team to deliver objectives.
- Outstanding communication skills, both written and spoken.
- Excellent problem-solving skills.

This job description is a case study only. It should not be considered as an accurate description of a live role within the named organisation.