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Job Title	Graduate Business Development Specialist - Italian Speaking
Department	Sales
Location	London

Graduate Business Development Specialist - Italian Speaking

About Flashbay

Founded in 2003, Flashbay is the World's No.1 business-to-business (B2B) supplier of logo branded Promotional products working with happy customers ranging from the smallest schools to the largest multinationals, globally. We offer an attractive range of designs across our product categories, ready to be branded with our customer's logo in precise detail.

Our product categories include Flash Drives, Power Banks, Wireless Chargers, Personal Audio Products, Tote Bags, Caps, Webcam Covers and many more – as well as a great value-added Accessories range which allow our customers the unparalleled ability to promote their brands with confidence. We offer unbeatable prices coupled with fast and efficient service.

About the role:

If you're competitive, driven, and motivated by results, this is a role where your effort directly pays off.

We're looking for a Italian-speaking graduate to help expand our presence in the Italian market. You'll be working with warm inbound leads—no cold calling from scratch—and earn commission on every win along the way.

You'll start with our Sales Hero Academy, a hands-on training programme designed to give you everything you need to succeed—from sales techniques to product knowledge and customer insights. From there, it's about taking ownership, building relationships, and growing your portfolio.

In our sales teams we only promote from within. We have defined career pathways and plenty of opportunities to mentor new hires or become a trainer within our Sales Hero Academy. Whether you are interested in developing the next generation of talent in the Sales Team or your primary career goal is to become a progressively more capable and successful salesperson and maximise your earnings – we have opportunities for you.

This is a hybrid role, with our office based in in Fulham, South West London. You'll be office-based fulltime during your first four weeks for training. After that, you'll move to a hybrid pattern with fixed team days in the office. To work from home, you'll need a quiet workspace and a stable broadband connection (minimum 30Mbps).

What You'll Be Doing:

- Utilise the techniques you learn in training to convert warm inbound leads into new customers - no cold calling!
- Take ownership of a valuable portfolio of existing customers, focusing on building and strengthening relationships, to understand their needs and maximise their potential
- Build and develop your sales pipeline with a pro-active approach
- Work hard to win new business opportunities from leads who have previously enquired but haven't yet become customers
- Act as the dedicated point of contact for customer queries via phone and email
- Pursue sales targets and objectives for your assigned territory
- Maintain our CRM system with accurate customer and lead information

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About you:
- Native-level Italian speaker
- A proactive hunter mentality with a passion for winning new business
- Resilient and motivated in a target-driven sales environment
- Strong communication and negotiation skills via phone and email
- Commercial awareness with the ability to identify client needs
- Organised and detail-oriented, with experience managing a sales pipeline and CRM

Don't worry if you don't tick every box—our training is designed to help you develop quickly, and we're open-minded when reviewing applications.

How You'll Be Rewarded:
- Basic salary up to £28,000 (Depending on experience)
- Uncapped commission
--- On average, £5,000-10,000 on top of your basic salary in Year 1
--- Higher commissions are regularly earned in Year 2 onwards
- Hybrid working
- 30 days of annual leave including public holidays, increasing as your career develops
- Vitality private health insurance
- Regular company social events
- Free breakfast and snacks in the office
- Free lunch on Wednesdays
- Perkbox
- Pension
- Cycle to work scheme
- Great work life balance and earning potential
- Excellent personal and career development opportunities

Please note we do not offer visa sponsorship for this role. Candidates must have the right to work in the UK at the time of application by virtue of any of the following: settled status, pre-settled status, currently valid graduate Visa, currently valid spousal visa, currently valid dependent visa or by having a British or Irish passport.

Department:Sales http://www.flashbay.co.uk/careers/departments

Location:Imperial Wharf, Fulham (SW6) http://www.flashbay.com/careers/london