Business Development Executive

Join a business selling into one of the biggest priorities facing organisations today

AI, technology and digital capability are changing how organisations operate, compete, and grow. But transformation only works if businesses have the people and skills to deliver it.

That is where QA comes in.

QA is the UK's largest technology learning provider, working with 96% of the FTSE and most Fortune 500 companies to help organisations build the AI, technology, digital and human skills they need for the future.

In the last three years alone, QA has supported 4,000+ organisations and more than one million learners.

But developing skills is only part of the challenge. Organisations need to apply those skills back into the business and turn learning into meaningful change. QA helps them do that through a broad portfolio spanning apprenticeships, instructor-led training and self-paced learning.

As businesses continue to invest in AI, data, cloud, cyber security and digital transformation, the need to develop and apply those skills is only becoming more important.

That creates a significant opportunity for experienced salespeople who know how to grow customer relationships and turn business challenges into commercial opportunities.

Where you come in

As a Business Development Executive, you'll play a direct role in helping QA grow.

Your job is to identify where organisations have skills, capability, or workforce challenges and create conversations around how QA can help solve them.

You'll work across both new and existing customers, speaking with key stakeholders and decision-makers, identifying opportunities, and growing QA's footprint. This is not about selling a product people do not need.

You'll be taking solutions to market in areas businesses are already actively investing in, including:

- Artificial Intelligence
- Data
- Cloud
- Cyber Security
- Digital Transformation
- Technology skills
- Apprenticeships and workforce development

It is still a target-driven B2B sales role. You will need to create opportunities, build relationships, stay resilient, and consistently deliver against your goals.

But you'll be doing that with a highly relevant proposition, a recognised brand and access to some of the largest organisations in the UK and globally.

What you'll be doing

You'll take ownership of developing opportunities across your customer base and market by:

- Identifying and engaging key stakeholders and decision-makers
- Creating new business opportunities through phone, email and LinkedIn
- Developing relationships across both new and existing customers
- Understanding customer challenges and identifying where QA can add value
- Building quarterly territory plans to maximise opportunity
- Using LinkedIn Sales Navigator to build networks and identify prospects
- Managing and prioritising opportunities through Microsoft Dynamics
- Preparing customer proposals and quotations
- Developing your knowledge of QA's solutions and the markets you sell into
- Delivering against clear, measurable sales targets

The strongest BDEs do more than simply make calls. They understand their customers, spot opportunities, ask good questions, and create reasons for people to engage.

A market with genuine momentum

The skills agenda has moved significantly. AI adoption, digital transformation, and emerging technology are creating new capability gaps across almost every industry.

Organisations need to understand how they prepare their people for that change, how they develop new skills internally, and how they create sustainable talent pipelines.

QA helps them do that.

That means you'll be having conversations around issues that are already on the agenda for many senior leaders. And with QA already supporting some of the world's largest organisations, you'll have a strong platform from which to build.

We'll invest in your development too

QA is a learning business, so development is not just something we sell to customers.

You'll have access to:

- QA's structured Sales Academy
- Ongoing coaching and mentoring from experienced sales leaders
- QA-authored technology and business learning
- Dedicated development days
- Exposure to emerging areas including AI, data, cloud and cyber
- Further learning opportunities including Degree and Master's programmes
- You'll be expected to bring the drive.
- QA will give you the environment, coaching, and tools to develop it.

Who tends to do well here?

We're looking for people who are:

- Driven by targets and achievement
- Positive and proactive
- Comfortable creating their own opportunities
- Confident speaking with different types of stakeholders
- Curious and willing to ask questions
- Resilient when things do not go their way
- Coachable and keen to improve
- Good at building rapport and relationships
- Organised and able to manage multiple opportunities
- Motivated by developing their career

You might already have experience in B2B sales, business development, account management, recruitment, customer success, or another telephone-based commercial environment.

More important is your mindset.

We want people who enjoy the challenge of creating opportunities, developing relationships and seeing their effort turn into results.

The opportunity

If you enjoy sales, want to develop your commercial career and like the idea of selling solutions that are increasingly relevant to businesses, this is an opportunity worth exploring.

You'll be joining a team where performance matters, development is taken seriously, and the market in front of you has genuine momentum.

Wellbeing & benefits

Your wellbeing matters to us. That's why we offer benefits designed to help you recharge and thrive, including:

- 27 days Annual Leave (4 days used for the festive closure) plus Bank Holidays
- Holiday Buying scheme
- Medicash plan, Wellhub, Cycle to Work scheme
- Private Medical Insurance at corporate rates
- Employee Assistance Programme
- Employee Discounts Benefit Hub
- 3 Development days
- 2 Charity days per year
- Pension Scheme
- Early Friday Finish at 4pm

Personal growth

Learning and opportunity are at the core of what we do - and that applies to you too!

You'll have the unique opportunity to develop your skills on our QA authored courses in the latest tech (you'll get 3 training days/year to do this). You can also delve deep into our world-class digital learning content on a variety of tech and business topics. Or perhaps you'd like to enrol on a Degree or Masters programme to enhance your skillset or learn new things.

Our people

We are an equal opportunity employer, focused on promoting a welcoming and inclusive environment. We embrace diversity, welcome applications from all candidates and aim to support the career growth of everyone.

This means no matter what your gender, age, ethnicity, beliefs, or sexual orientation, or if you are disabled or a carer, we welcome you and the different perspectives you bring to our diverse family. We're proud of the progress we've achieved over the last few years to build an inclusive culture and celebrate our diversity.

As a Disability Confident Employer, we guarantee that all applicants with a disability who meet the role criteria will progress to the next stage of the process. Please let us know if you require any reasonable adjustments.

Our Mission

We teach the critical AI, technology, digital and Human skills needed to transform and succeed in a changing world. We do this through tailored learning programmes that connect learning across an organisation, create continuity for learners, and feature collaborative, cohort-based modalities to apply skills at pace and at scale.

Our unique end-to-end learning solutions draw from deep expertise across Apprenticeships, Instructor-led training, Self-paced Learning and Blended Learning.

You can find out more about us at https://www.qa.com/about/careers/