

Business Development Executive – Informa Economics Group | New York, NY

Informa Agribusiness Intelligence, currently has a newly created opportunity for a **Business Development Executive** to join our New York team. Informa Agribusiness currently splits its products by 'Insight' and 'Intelligence' products. **Informa Economics Group (IEG)** represents the 'Intelligence' piece of our Agricultural pricing, supply & demand and analytical work. This service is sophisticated market knowledge that is rooted in an exceptionally strong background in Agricultural economics. Highest paying clients pay six figure sums for our insight. This Business Development Executive will be looking to build out both large and small opportunities but the successful applicant will be aiming to add to these six figure deals throughout the year.

On the commodities side IEG houses high quality insight on all of the major traded agricultural commodities, from grains, soybeans, sugar, coffee and spices. Based out of Memphis, Tennessee IEG predominantly focus on the North American markets but also have offices in Sao Paulo, Brazil and Washington DC as well as having staff based in Chicago, Florida, Texas and New York. They are also able to offer global coverage.

In this role you will be expected to:

- Meet and exceed monthly revenue targets by proactively sourcing prospects, opening and closing new business for the related IBI products;
- Cold call new prospects, introducing the value that Informa Agribusiness can bring to the prospect's business and successfully bring them on board by completing an Order Confirmation Form.
- Maximize return by pro-actively ensuring a high average order value and controlling negotiations to maximize return from each and every client
- Contribute fully to the objectives of your Division and achieve the personal objectives set by your manager
- Candidate must have the ability to quickly pick up a broad and detailed knowledge of the overall Ag market, particularly focusing around the input side of the value chain.
- Represent Informa Agribusiness with honesty and integrity within a tight and well networked marketplace.

Required Skills

- Highly competitive and results-driven
- Ability to articulate complex solutions in a simple and coherent manner
- Powerful verbal and written communication
- Passionate, positive and enthusiastic
- Outgoing, confident and engaging
- Capable, and comfortable, in challenging the status quo
- Self-critical and capable of handling rejection
- Able to take on board advice and constructive criticism

Key Qualifications

- Prior experience of proactive B2B telephone sales
- Relevant industry knowledge or experience in selling digital publications
- Basic sales skills such-as opening, probing, benefit selling and closing
- Experience of operating Salesforce.com or an alternative Sales CRM
- University educated to a 3.0 GPA standard or higher

To apply for this opportunity, please submit your resume, cover letter, and salary expectations [APPLY HERE](#)

About Informa:

Informa's Business Intelligence (BI) division, part of the FTSE 100 Informa Group, provides specialist data, intelligence and insight to our customers, helping them make better decisions, gain competitive advantage and enhance return on investment.

BI has a valuable portfolio of digital subscription products, providing business critical intelligence to global, regional and niche communities within five core industry sectors: Pharma & Healthcare; Finance; Telecoms, Media & Technology; Maritime & Law and Agribusiness & Commodities.

Informa is committed to equal employment opportunity for all employees and applicants for employment without regard to age, color, creed, disability status, gender, national origin, race, religion, sexual orientation or veteran status, or any other legally protected status.