

Business Development Executive – Agra Publishing | New York, NY

Informa Agribusiness Intelligence, currently has a newly created opportunity for a **Business Development Executive- Commodities, Policy and Legislative** to join our **New York** team. **Informa Agribusiness** currently houses 12 different products within this space. Agribusiness is proud to provide up to date news and information regarding prices, the markets, trade and production figures for a vast array of agricultural commodities. We also offer similar services focused around Agricultural policy housing four products that focus on the American and European markets respectively (two products each). These products will be switching to a new platform; IEG Vu, which is one of the primary reasons for the opening of this role. With a brand new pricing model and deliverable we believe there will be ample opportunity to attract a whole host of large, medium and small clientele. Informa Agribusiness are driving towards become the world's leading provider of Agricultural market intelligence and are looking for a smart and driven individual to drive business across each of these sectors.

On the commodities side Informa Agribusiness houses high quality insight on a huge array of different commodities, from grains, soybeans, sugar, coffee and spices to canned juices & frozen fruit we have reputable products with years' worth of trusted experience within the marketplace to match a host of different customer needs

Based out of Washington DC and Brussels respectively our legislative based products provide real insight by having boots on the ground in the places that matter, providing both a trawl of the most recent news stories as they develop to genuine analytical pieces on the changing legislation this is a huge area for potential business growth. Particularly based in the US conversation on this front has recently heated up due to the arrival of the new administration.

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.

Key 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.