

Job Description: Business Development Manager

Job Details

Terms: circa £35,000 +Benefits
(expected OTE year 1 - £60,000, year 2 £80,000)

Full time position

Line Manager: Managing Director

Location: Slough initially, relocating to Watford in May

Job Purpose

Our client is seeking a Business Development Manager - with or without experience, to join their team.

The Business Development Manager is primarily responsible for selling the software products and services to new and existing customers within a given territory / market sector.

This role is responsible for identifying and managing sales opportunities, building an in-depth understanding of end customer business drivers. You will position products and services which enable target organisations to reduce costs and become more operationally efficient, and manage the sales process to a successful conclusion.

A focused, winning attitude is a must. All training will be provided on internal and external courses as required.

Main Responsibilities

1. To understand and influence the customers decision making process and lead the customer to positive decisions on sales proposals and manage all customer engagements to a successful conclusion.
2. To provide accurate and timely business sales forecasts
3. To identify and communicate marketing and product requirements to appropriate personnel to drive the overall sales process
4. To establish, implement and document account plans for identified strategic accounts
5. To demonstrate the ability to show entrepreneurial drive in a given territory to generate, meet and develop new prospects that turn into sales orders, closing all opportunities in a timely manner.
6. To be able to conduct own initial product and sales demonstrations, ensuring that the company's products are matched to the identified clients needs.
7. To identify the resources required and opportunities to expand product usage and devise plans and strategies for selling into the territory and existing account base, to accelerate business volumes
8. To prepare client proposals and provide accurate pricing ensuring that the company price calculator is used at all times

Knowledge, Skills and Experience

1. Excellent communication skills (verbal and written), being polite, diplomatic and patient
2. Initiative and aptitude to be self-motivating
3. The ability to learn and demonstrate the companies products.
4. Excellent administration and numerical skills, with the ability to work independently, to deadlines and with accuracy, meticulousness and attention to detail;
5. Able to prioritize own workload, understand priorities of colleagues, and clients, highly self- motivated, good task planning skills and able to cope with a very busy work environment often with competing demands.

Skills

1. Winning attitude and team spirit
2. Good computer skills
3. Excellent communication & influence skills
4. Quick learner and adopter

Personal Qualities

1. Desire to achieve results
2. Energetic, focused, self-motivated, organized, flexible and enthusiastic.
3. Commitment to excellence.
4. Enjoys working in a busy, focused environment
5. Ability to work independently, often unsupervised
6. An ability to interface and influence prospects, partners and clients as required.

Hours of Work

This post is a full time post of 37.5 hours over 5 days.

Your normal working hours will be Monday – Friday 0900 to 1700 hours.

The post may occasionally require out of hours work, when the business need requires it.

Pay

The base salary for this post is circa £35,000 depending on experience

Commission is uncapped and payable on Software and Consulting services

business, with a realistic expectation of £60,000 On Target Earnings (OTE) in year 1 and £80,000 (OTE) in year 2.

Salaries are payable monthly in arrears.

Annual Leave and Public Holidays

The annual leave entitlement is 20 days to be taken by arrangement with the

Chairman. The leave year will begin on the date of commencement of employment.

In addition to your annual leave allowance you will be entitled to 7 days public holidays.

Probation, Confirmation and Notice

The appointment will be confirmed after the satisfactory completion of a probationary period of 6 months, during which employment is terminable by one week's written notice. Thereafter, the employment is terminable on either side by one month's written notice.