

## **Job Description**

**Job Title:** Business Development Manager

**Location:** HQ in Newbury, Berkshire with travel across the UK

**Reports to:** Regional Sales Manager - UK

### **Job Purpose**

Manage the full sales cycle to identify and secure new business in accordance with the company strategy.

### **Key Responsibilities**

- Meet personal sales targets and contribute to team targets.
- Devise and implement strategy for meeting your sales targets.
- Manage the full sales process from identification of target markets to contract negotiation and signing.
- Build and maintain an appropriate level of enquiries through introductory sources, networking, cold calling and demonstrations.
- Follow up inbound enquiries.
- Maintain records of activity and client interaction on the company CRM.
- Liaise with the internal Marketing team on promotional activities and events in support of your new business development plans.
- Prepare and deliver confident customer presentations and demonstrations of the software across a range of business sectors.
- Work closely with the Client Relations team for on boarding of new clients
- Build effective relationships with sales colleagues and other internal departments.
- Develop in-depth knowledge and understanding of eShare products and services, clients, competitors, introducers, risks, client industry and markets.

- Promote and represent eShare products and brand acting as an ambassador for the business at all times.

### **The Person**

- Track record of achieving personal sales targets
- Experience in B2B sales and preferably across the full sales cycle
- Demonstrable experience, and track record of lead generation
- Experience or product demonstration and presenting to clients
- Self-motivated and results driven
- Excellent interpersonal and communication skills including
  - confident presentation skills
  - professional telephone manner
  - seasoned influencing & negotiation skills
  - demonstrable experience of building relationships at Board Level / C Suite
- Resilient
- Uses own initiative
- Organised, reliable and thorough.