



“Business Development Manager, Digital and Cloud Transformation”

Location – London – UK market

Company Description

We are working with a European publicly listed software development company that is looking to further expand its UK commercial operations with the addition of senior level sales hires to sell high value software development services to UK corporations. The company is already trusted by numerous UK, European and US corporations to deliver digital transformation projects across a broad range of disciplines having now delivered thousands of projects utilizing the most up to date technologies and methodologies.

These roles require an entrepreneurial approach and mindset with the ability to engage at senior level within large corporations. This opportunity carries much autonomy and responsibility with the ability to work from home with travel as the role and your success dictates. On offer is an uncapped compensation plan with competitive base salary and with realistic expectations from the senior management team, this should be a highly lucrative opportunity for successful candidates.

Role:

- Create leads directly and with the marketing team to close deals and meet annual revenue growth targets
- In the first 12 months of each new deal, serve as the lead point of contact for all customer account management matters
- Build and maintain strong, long-lasting client relationships
- Negotiate contracts and close agreements to maximize revenue and profits
- Develop trusted advisor relationships within your own network
- Clearly report the progress of monthly/quarterly goals to the Head of Sales
- Forecast and track sales metrics (e.g. quarterly sales results and annual forecasts)
- Collaborate with sales team and key colleagues to identify and grow opportunities within territory

Skills Required:

- Demonstrable strong personal network and natural ability to continue expanding network
- Experience in a customer facing new business sales role ideally having sold technology services
- Strong understanding of today’s digital IT software development landscape
- An understanding of latest digital and technical approaches
- Experience in understanding software development requirements and having the ability to develop, along with the help of pre-sales, winning IT proposals
- Must have very strong listening, negotiation and presentation skills
- Experience working with & understanding of commercial contracts
- Successful experience in RFP responses and successful sales pitches
- Ability to work collaboratively with project managers, technical engineers and architects to provide customers with solutions

Apply to Paul French, paf@intrinsicsearch.com

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