

Job Title: **Business Development Manager -
UK and International Sales**

Reporting to: Head of UK Sales

Accountabilities: Achieve Sales in all business activity areas, with defined targets for generating software sales to meet monthly and quarterly targets.

Core Job Function:

1. Travel throughout the UK demonstrating the In-tend core software
2. Provide on line demonstrations of the In-tend core software
3. Undertake account management and development of own pipeline opportunities
4. Attend and contribute to sales meetings
5. Meet defined Sales targets
6. Assist in / undertake tender proposals under the direct of the head of Sales and Director of Operations
7. Update in-house CRFM databases with relevant information
8. Monitor and report on market activities and provide relevant reports and information
9. Present at In-tend's own conference and exhibitions in relation t your job function, online and in person both with the UK and overseas as required
10. Any other duties and responsibilities as required as the role develops or requested by the Senior Management Team

General Job Function:

1. Pro-actively learn and understand In-tends core functions and participate in continual training
2. Pro-actively learn the software to a proficient level and participate in continual training programmes
3. Provide appropriate and timely telephone and/or e-mail assistance/responses to inbound correspondence - to include internal and external customers/clients
4. Liaise with other departments for optimal resolution of customer queries
5. Manage expectations of customers and/or provide difficult messages
6. Identify enquiries which may lead to further training or product sales and pass to the relevant department for follow up
7. Share knowledge and work as part of a team to achieve the monthly performance indicators and sales targets as advised to you
8. Ensure all communications with customers are carried out in line with the written standards and procedures defined by the Company and in a professional business manner
9. Attend training to develop relevant knowledge, techniques and skills

Knowledge, Skills and Experience:

1. Proven sales experience is essential, SaaS sales desirable
2. Experience of delivering presentation to an audience of senior decision makers
3. High level of communication skills
4. Ability to understand, conceptualise and interpret the requirements of others
5. Degree of personal initiative and responsibility
6. Strong organisational skills with the ability to work to tight deadlines
7. Ability to work along or as part of a team
8. Proficiency in a wide variety of IT software and aptitude for learning

Hours 08:30am - 5.00pm Monday to Friday

November 2022