

Business Development Manager

Division: Compliance
Location: UK & Ireland

About the role

Idox Compliance is a leading provider of compliance communication & training services and consultancy.

As part of its continuous growth plans, Idox Compliance seeks to recruit highly motivated and successful sales professionals in the London and South East area who can accelerate sales growth in our core markets, which include international blue-chip organisations as well as medium-sized businesses across all sectors. The role will include full sales cycle activity, from undertaking initial background research and prospecting, to arranging appointments in order to identify the prospect's needs, through to closing the sale.

You would be responsible for:

- All aspects of New Business Sales development and closing
- Strong and immediate build-up of a solid pipeline
- Successful in meeting/over achieving sales targets and goals set by the company over a monthly, quarterly and annual basis
- Delivery of professional sales presentations, proposals and tender responses with an eye for detail.

Personal Specification

What would make someone successful in this role?

- Demonstrable experience selling Software Solutions or Services with a proven sales track record of achieving targets, goals, and objectives over a monthly, quarterly and annual basis
- You will need to demonstrate previous new business sales success of a similar nature selling into the private sector, preferably in the legal, compliance or quality management market
- Excellent written, listening and oral communication sales skills with a talent for identifying the client's requirements and translating those into a winning proposal
- Able to form and maintain strong and mutually beneficial business relationships with customers up to and including C-/Board-level
- A tenacious and driven individual, with a high level of commitment and passion for achieving high levels of service excellence
- An ability to work under pressure, in a target driven environment
- Demonstrates a thorough understanding of sales and procurement processes
- Has a results-driven focus and good commercial acumen
- An understanding of structured sales methodologies and processes

- Can demonstrate a consultative approach and able to influence others to support objectives
- Has solid time management, prioritisation and planning skills
- Strong negotiation and influencing skills
- Full and clean driver's license
- Accuracy and diligence
- Good diagnostic skills
- Taking ownership of client requests and ensuring timely responses
- Confidence in dealing with challenging situations and the ability to work under pressure
- Self-motivated: able to use own initiative, working well in a team and individually
- Understanding of the compliance landscape and policy drivers within the core sectors.

About idox plc

Idox Compliance assists our clients in staying within the law by conducting business in an ethical, responsible and sustainable way. Our clients are international blue-chip organisations and companies as well as medium-sized businesses across all sectors. Our services cover the full range of the compliance lifecycle with a focus on compliance communication and training.

As a leading supplier of digital software and services to a diverse customer base spanning both the UK and International markets, Idox is committed to transforming the way organisations operate for the better.

Idox is the leading applications provider to UK local government for core functions relating to land, people and property, such as its market leading planning systems and election management software. Over 90% of UK local authorities are now customers. Idox provides public sector organisations with tools to manage information and knowledge, documents, content, business processes and workflow as well as connecting directly with the citizen via the web, and providing elections management solutions. It also supplies in the UK and internationally, decision support content such as grants and planning policy information and corporate compliance services. Idox delivers engineering document control, project collaboration and facility management applications to many leading companies in industries such as oil & gas, architecture and construction, mining, utilities, pharmaceuticals and transportation in North America and around the world.

The Group employs over 900 staff located in the UK, the USA, Canada, Europe and India.

The Benefits

A highly competitive salary (depending on experience) along with an excellent benefits package is offered to the successful applicant.

How to apply

Applicants should submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why they feel they would be suited to this role to Join.Us@idoxgroup.com.

Please note successful applicants will need to satisfy the BPSS guidelines (Baseline Personnel Security Standards) which consist of the receipt of satisfactory references covering the last 3 years of employment; an identity check; verification of eligibility to work in the UK; and a Basic Disclosure Check. This is in order to help us make safer recruitment decisions and prevent unsuitable people from working with access to personal and sensitive data.

Privacy Notice

As part of the recruitment process we will collect data about you in a variety of ways including the information you would normally include in a CV or a job application cover letter, or notes made by our recruiting officers during a recruitment interview.

Please read the Idox Recruitment Data Privacy Policy here <http://www.idoxgroup.com/privacy.html>