

# New Business Sales Professional(s)

## CAFM Explorer Midlands or NW England

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### About the role

This is a role for an experienced sales executive, able to take responsibility for the generation of new business leads, identifying new business opportunities from new enquiries, prospect lists and fresh research. We are looking for an ambitious professional able to take responsibility for finding and winning new clients, from first lead to on-boarding customers for the first time. Key to the role will be ability to initiate prospect communication through “cold calling” and respond to sales enquiries, as well as finding new opportunities to present CAFM to new audiences with a facilities challenge.

We are looking to hire two good individuals to join our team and will consider a candidate looking for fast track development as their second professional sales role, or a more seasoned professional with an understanding of Facilities Management software able to bring energy and ideas to CAFM.

Computer Aided Facilities Management (CAFM™) is a solution suite of software tools which plan, manage and maintain the work of an organisation within a physical space and also the people involved in facilities management. Facility managers face a complex set of challenges from compliance, with statutory obligations, to the need for maximum asset utilization, controlling costs and streamlining supply. CAFM Explorer provides powerful tools to track, retrieve, analyse and report on all aspects of working life within a facility or portfolio of facilities.

### You would be responsible for:

- Initiating communication with potential clients through research and cold calling new prospects
- Generating new leads through networking and promotion of CAFM as a product and service line
- Being an ambassador for Idox as part of our Group
- Taking responsibility for fresh leads, developing our sales proposition and converting leads to clients
- Looking for new market and client opportunities
- Presentation and demonstration of CAFM solutions.

### Personal Specification

#### What would make someone successful in this role:

- Software and solution sales experience
- Being proactive in sales lead generation activities to ensure a full sales pipeline
- As a self-starter, being able to initiate communication with client prospects
- Experience in lead qualification to prioritise potentially high yielding clients
- Ownership of prospect relationships
- Adherence to sales methodology and delivery of high quality communications
- Bid management experience including creation of proposals and responses to RFPs
- Diligent use of CRM systems for recording sales activity and forward planning
- Consistence in updating product knowledge and uptake of new ideas
- Desire to make a contribution to the overall success and strategy of CAFM.

### Additional desirable qualities:

- Experience of facilities management business sector
- Technical knowledge including product and associated technologies.

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## About idox plc

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 corporates 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 c.900 staff located in the UK, the USA, Canada, Europe, India and Australia. Idox has many offices across the Country and therefore travel will be required.

## The Benefits

This post commands a competitive salary depending upon experience, along with an excellent benefits package.

## 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](mailto: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>