

Business Development Manager

Education, Health and Care

UK Home/Field based (London/South of England)

About the role

Open Objects an Idox company, are leaders in the provision of SaaS digital products and services to the UK Local Government, Education, Health and Social Care markets.

We are looking for a confident, self-motivated sales professional with experience of SaaS sales into the UK government market. The successful applicant will have experience of complex solution selling, an understanding of digital transformation, and be able to leverage their knowledge, ideas and energy when working with customers to build innovative solutions to complex problems.

As part of a thriving sales team and with support from colleagues across the business, the Business Development Manager will be responsible for expanding market share through new customer acquisition, and growth of existing customer relationships; winning new product and services sales. Reporting to the sales director, the Business Development Manager is accountable for delivering new business revenue within an assigned territory and will be supporting the next phase of company growth. This role requires a person with a true new business mentality who can work with new and existing customers to build successful long-term relationships.

You would be responsible for:

- Leading all sales engagements within the sales territory (London and/or South of England)
- Ownership and execution of the revenue growth and sales strategy for the territory
- Leading and representing Open Objects at sales meetings, presentations, events and workshops
- Working with colleagues from across the business to maximise sales revenue (e.g. pre-sales, projects, bid team, telesales and marketing)
- Manage the entire sales cycle (lead generation to contract negotiation and deal closure)
- Maximising lead generation, building and maintaining a stable pipeline of quality opportunities
- Accurate sales forecasting, pipeline, KPI and CRM management
- Achieving and exceeding sales target.

Person Specification

To be successful in this role you will need:

- Field based SaaS new business sales experience into the UK public sector
- Experience of the local government, education, health and/or social care market(s)
- An intelligent, credible and consultative sales style – to build rapport and trust with C-level stakeholders
- A methodical and intelligence-led approach to selling; a background in value selling would be advantageous

- Knowledge of SaaS digital services and how they are transforming the public sector
- Create compelling written proposals, bids and sales presentations
- Strong territory and account planning, reporting, co-ordination and organisational skills
- A team player with strong interpersonal skills and emotional intelligence
- Have an independent, determined and professional outlook
- Be an individual who wants to succeed and grow with the organisation

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 including a car allowance and an uncapped commission plan.

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>