



Business Development Manager

Sales and Account Management, Idox Software –

Land, Property & Public Protection, Address Data Solutions

Home based, UK, with regular travel

About the role

This is an excellent opportunity for an experienced salesperson wanting to take the next step in their sales career, and is a new post created to enhance our Land, Property & Public Protection division with a focus on Address Data Solutions.

The role is aimed at building greater scale within the Address Data Solutions team, which promotes and sells Idox's cutting-edge address data solutions designed for matching, maintaining, integrating and sharing the most up-to-date and accurate address data to the public & private sector. As a Business Development Manager, you will be mainly focused on solution selling to the private sector but there will be opportunities to work more widely than this, for example with our Public sector clients.

You will be responsible for building a pipeline, focused on an agreed set of initiatives, so to apply, you should already be confident in identifying opportunities to sell directly to prospects. In particular, as a professional Business Development Manager, your primary role will be to seek opportunities to build customer relationships and network across the markets you and Idox operate in, building fruitful leads and insights to fuel your own success as a sales person, and support the commercial and strategic direction of our Address Solutions and allied product suites.

We are looking to hire exceptional people to take responsibility for the creation of long-term, trusting relationships with our customers. The role is to oversee a community of existing customers, developing incremental business from these whilst also increasing awareness of our portfolio to secure new customers. A successful Business Development Manager will achieve sales quotas while keeping our customers satisfied and engaged with our products and services.

Idox will provide the mentoring and development you need to succeed as a member of our team, so that you can apply your existing expertise to support our customers. You'll be involved in capturing new opportunities, forward planning, customer awareness campaigns and the provision of timely and reliable management information to support Idox business strategy, goals, and objectives. You will be representing the whole range of our solutions to new and existing customers and will be encouraged to bring insights and intelligence back to the Group.

Key Responsibilities

- Developing strong relationships with customers, connecting with key stakeholders, and delivering to forecast.
- Collaborate with cross-functional internal teams (Bid team, Product Consultants, Customer Service, Marketing and Product Development departments) to improve the entire customer experience
- Successful achievement of sales targets and goals set by the company over a monthly, quarterly, and annual basis
- Be the principal commercial contact for Address Data Solutions business development
- Build an internal network, mobilising colleagues to achieve your sales and customer outcomes
- Develop business development initiatives

Idox. Do more.

- Representing Idox's values in every interaction with colleagues and customers
- Adherence to Idox Information Security policies and protocols.

To be successful, you'll need to bring:

- A good sense of humour and an ability to think "outside the box"
- A minimum of 5 years' experience of software sales (solution selling)
- Experience of address management, examples include:
 - Use of Addressing datasets, such as ABP, LLPG & LSG
 - Knowledge and/or use of Gazetteer Management System (GMS)
 - Knowledge of British Addressing Standard (BS7666)
 - Familiarity with GIS/Geospatial technology
- Any experience of the following sectors: Land & Property, Energy and Infrastructure or Insurance & Financial markets
- A proven sales track record of achieving targets, goals, and objectives
- Ability to create and implement lead generation strategies
- Understanding of sales process for Public and Private sector prospects
- Ability to develop trusted advisor relationships with customers and prospects
- A high level of commitment and passion for achieving outstanding levels of sales success and service excellence
- A results-driven focus with good business and commercial judgement
- An understanding of procurement processes and pipeline building
- Strong negotiation and influencing skills
- Competence with Microsoft Office applications and knowledge/experience of using Salesforce.
- An ability to work independently and be a successful part of a highly motivated and ambitious team
- A clean driving licence and access to a car
- An ability to travel easily around the designated geographic territory.

About Idox

Our specialist software solutions power the performance of government and industry, driving productivity and a better experience for everyone. Built around the user and designed in collaboration with experts who have worked through every detail of every process from end-to-end, our hard-working process engines deliver exceptional functionality and embed workflows that drive efficiency and best practice with a long-term focus for regulated environments.

Through the automation of tasks, the simplification of complex operations, finding scalability as operations evolve, and more effective management of information, we help our customers harness the power of Digital, so they can do more.

We employ around 660 staff in the UK and worldwide, including Europe, North America and Asia, so some travel to meet colleagues may be required.

Our Values



Dynamism
We shape our future



Responsibility
We are accountable for our actions



Integrity
We do the right thing



Valued
We value each other



Excellence
We set the benchmark for quality

DRIVE

The core values taking us forward

Our Culture

We are ambitious in working together to promote a more inclusive environment, which attracts all candidates and signals our commitment to celebrate and promote diversity. Idox is a company where we can all be ourselves and succeed on merit, where we respect all our employees, customers and communities in which we live, work and are a part of.

We recruit and reward employees based on capability and performance – regardless of race, gender, sexual orientation, gender identity or expression, lifestyle, age, educational background, national origin, religion or physical ability. Each office location worldwide, is free to respond to local needs to create a culturally sensitive workplace for everyone. In doing so, we want every employee to feel our commitment to showing respect for all and encouraging open collaboration and communication.

Our Benefits



Flex to Fit

We recognise that for individuals, the opportunity to work flexibly can enable them to achieve a better work-life balance along with a greater sense of responsibility, ownership and control of their working life. During the pandemic, all our employees successfully transitioned to remote working and we are open to conversations on work patterns to suit our employees needs such as change to working times; part time working; term time working; 9-day fortnight. We are proud to be a flexible employer enabling effective hybrid working for our employees.



Family Friendly

We understand how important family is to our employee and provide support through difficult times such as bereavement as well as offering excellent pay and leave benefits for parents and carers welcoming a child.



Health & Wellbeing

Our Workplace Wellbeing team provide support and resources on mental health and lifestyle. We also provide 24/7 confidential help via our employee assistance programme.



Be Heard

You will have the chance to impact change within Idox by having your voice heard via our CEO live broadcasts; making suggestions to Idox Voice forum or sharing your ideas in our company newsletter, Inside Idox.



Community

You will have the opportunity to participate in community and social activities, as well as group wide fundraising ventures. We prioritise sustainability and ethical impact on our communities and we pledge to allow our employees to carry out volunteer work.



Your Development

Our mentor scheme will help you to achieve personal and professional growth through learning from experienced colleagues and you will also have access to online and face to face learning modules including our Leadership Development Programme.



Financial Security

We offer full company sick pay plus income protection for long term illness and our life assurance cover is provided up to four times annual salary. Our Pension Scheme operates on a Salary Exchange Contribution Basis so you will receive relief from NI contributions.

You are also invited to join our Idox Xtra Share Scheme where every share bought will receive an extra one free from the company.

How to apply

Please submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why you feel you 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.

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 our Recruitment Data Privacy Policy here: <https://www.idoxgroup.com/policies>