



New Business Account Manager, Software Sales

Idox Asset Division

Home Based, UK, covering EMEA

Fluent German language essential

About the role

The Assets division of Idox Group specialises in providing document collaboration and management software to EPCs (Engineering Procurement Construction model) and Owner Operators worldwide in asset intensive industries including Energy, Utilities, Construction, Mining and Transport amongst others. Our software delivers business value to its clients by improving business workflows, auditability and contract compliance, and is delivered either as a Cloud Software-As-A-Service solution, or on-premise with configuration services.

This role is a hybrid role focusing on both Account Management & New Business, purposed to join our team within EMEA to increase new business & upsell sales. We are driving Idox to be the leading company globally for Engineering Information Management in the Cloud, via our FusionLive, or McLaren Enterprise product. We are looking for an experienced sales professional, familiar in our core markets such as Oil & Gas, Construction; that is to say capital industries with a need for a heavyweight document management system, suitable for hundreds of contributors and millions of objects, as are involved in long term capital projects.

We are looking for an individual with the energy and ability to engage within clients and prospects, with a particular focus on German speaking & UK regions within EMEA. To succeed, you'll need business-fluent German and English language skills for written and presentation work, as well as the ability to prove the value proposition for our software and positively influence the conversation. In addition, you'll need the drive and foresight to be able to build a business pipeline, bringing customers to realise the efficiencies our products bring and therefore deliver the value for our clients, for Idox and for yourself as a professional sales person.

To apply, you should be a seasoned business development manager who is bi-lingual in English & German and be eligible to work in the UK on a permanent basis. If you are self-motivated, eager to learn and earn and able to contribute to our growth, Idox can offer a professional development path, generous earning capabilities (uncapped), and a flexible career-positive environment.

Key Responsibilities

- Achieve revenue goals assigned by the company
- Focus sales efforts on assigned territory and targets (primarily Germany & UK)
- Prospect as necessary to build a pipeline 3 to 5 times your assigned revenue goal
- Manage key customer relationships and participate in closing strategic opportunities
- Manage and respond to tenders/RFPs, providing content as required
- Effectively manage a virtual team to work and close transactions
- Accurately forecast quarterly performance through regular forecast calls
- Manage customer expectations and contribute to a high level of customer satisfaction
- Compile information and data related to customer and prospect interactions
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Participate in working trade shows and other marketing events as assigned
- Keep Salesforce up to date with complete information
- Generate and share insights with Idox sales and product teams
- Travel for in-person meetings with customers and partners and to develop key relationships

Idox. Do more.

- Travel abroad to visit company offices and clients as required.
- Adhere to Idox Information Security & Management System Policies.

To be successful, you'll need to bring:

- Experience with, or an affinity for, Engineering Information Management (EIM) or Engineering Document Management Systems (EDMS)
- Proven ability to build and drive a sales pipeline to over-achieve against target in a software sales environment
- Experience engaging at C-Level with target organisations
- Good attention to detail
- Ability to manage and communicate ideas within Idox and to clients
- Demonstrable ability to earn trust, to persuade, to motivate others
- Experience of planning and delivering demonstration material and presentation, with engaging content
- A goal-oriented and proactive attitude, with a relentless focus on results.

Additional desirable qualities:

- Understanding of the issues that customers face and the business benefits that the product and/or solution brings
- Familiarity with the competitive landscape for Engineering Information Management and EDMS.

About Idox

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 Assets division 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. We have built up an enviable client list of Engineering companies in the Oil & Gas, Energy, Utilities, Transport, Mining and Pharma space. Customers include BASF, Chevron, Conoco-Phillips, Duke Energy, GEBAG, PSEG, EDF, Strabag, SNCF, TUV Rhineland, VME, Wood amongst many others.

The Group employs around 660 staff located in the UK and worldwide, including Asia, Europe and North America, 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>