

# Enterprise Solution Sales Lead, Idox Software

## Geospatial Division

### Home Based, with occasional travel

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### About the role

Reporting directly to the Head of Sales, the **Solution Sales Lead** is responsible for growing Enterprise sales for the business by both building new opportunities and with management of a portfolio of our accounts with the objective of retaining and growing the base.

The successful candidate will be responsible for a personal quota and growing business to maximise revenues with a keen eye on deal gross profit to clients within Financial Services, Energy and Infrastructure, Government, as well as Land and Property markets. You will need to come with a 'Team' player's mindset as part of the commission plan is team driven. Operating from home you be expected to travel to prospects and customers across the UK when required.

As Solutions Sales Lead, you will be a key member of the senior Sales team, planning and collaborating with the Head of Sales and wider team on tactics, new initiatives and quarterly plans. You will also work with the Commercial Director to identify strategic partnership opportunities that may open-up indirect channels to market.

The role will require an existing and relevant prospect network and an understanding of at least one of the key markets above to be effective. You will need to hit the ground running and establish a business WIP pipeline within 3-6 months. You will be expected to develop new business opportunities and respond to ITTs and RFPs. You should be confident and competent writing winning proposals, negotiating deals effectively and concluding business. As part of your professional development path, you will be asked to attend kick off events and group training events in Idox offices as required.

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 clients. 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 Geospatial solutions to new and existing customers and will be encouraged to bring insights and intelligence back to the Group.

### Key Responsibilities

#### Essential main job functions:

- Manage an existing portfolio of contracted business
- Establish and deliver a sales retention plan for key accounts
- Devise Quarterly sales campaigns to net new targets by sector
- Build credible opportunity pipeline in 3-6 months
- Work closely with Head of Marketing, Product Manager and Pre-Sales to align sales activity to product roadmap

- Manage realistic sales cycles to meet business sales targets and forecasts
- Weekly reporting to Head of Sales on WIP and Sales pipeline
- Act as key business representative at partner/supplier events, major industry events, conferences and trade shows
- Adherence to Idox Information Security policies and protocols.

### **Day to day activities will include:**

- Salesforce opportunity management and reporting
- New business research calls/activity
- ITT/RFP/tender submissions
- Crafting deals/proposal writing
- Presentation planning
- Online client meetings/presentations
- Internal meetings (sales team planning, development training, staff reviews).

### **Personnel, training and development:**

- Sales coaching
- Attend industry conferences and events to keep abreast of regulatory or industry directional changes and potential opportunities.

## **To be successful, you should bring**

- At least five years Solution Sales experience in commercial markets
- Proven sales success in relevant B2B data or software sales verticals
- Evidence of industry recognised Solution Sales training
- Ability to build a self-generated pipeline
- Ability to collaborate with in-company stakeholders to understand and craft the winning client solution
- Understanding of applied value-based pricing for opportunity maximisation
- Experience in bid processes welcome; must be commercially astute
- Ability to convert leads and expand existing business to realise customer/market potential
- A tactically smart and savvy sales approach
- Good presentation skills
- Strong listening and negotiation skills.

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## **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.

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## 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

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## 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.

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## 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](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.

## 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>