

Senior Sales Specialist, Elections

Public Sector Software

Home Based, with UK travel

About the role

Idox is recruiting a **Senior Specialist Sales** professional within its Elections business to complement its client relationship and commercial teams working within the wider Public Sector.

The successful candidate will ideally have experience and knowledge of the public sector elections market and will take responsibility to create long-term, trusting relationships with customers and stakeholders.

The Elections Specialist Sales role is primarily to develop new business from existing clients and actively seek new sales opportunities. They will achieve success by collaborating with our teams to deliver value based outcomes for clients and prospects. You'll be involved in: developing new opportunities, and progressing them through the sales cycle; building strong relationships at all levels within both our existing installed base and with potential new customers; forward planning with our product and delivery teams; helping our marketing team deliver successful and relevant campaigns; providing timely and reliable management information to support Idox's business strategy and goals and accurately forecasting new business sales and contract negotiations.

This is a senior role within our Sales business, reporting to our Head of Communities Sales. It brings a high level of autonomy to craft deals and be part of the next phase of our growth in this highly visible and profitable business. The ability to build relationships at all levels within our prospective customer base is critical, as is the ability to influence stakeholders who may not have been an Idox Elections customer previously. It is ideally suited to a bold and positively disruptive individual, who enjoys a challenge and working within a passionate and fast paced team. This role has a good earnings capability, but more than this, Idox will provide the development you need to succeed as a member of our team, so that you can apply your existing expertise to support our clients, and take your career forward as an expert in your own right.

Key Responsibilities

- Developing and delivering a successful plan for the segment and each target customer
- Forecasting, recording and reporting accurately on business performance
- Prospecting to identify new business opportunities and managing these opportunities to a successful conclusion
- Achieving agreed Sales targets – set goals and revenues
- Credibly and professionally represent Idox at trade shows, exhibitions and events across the U.K.
- Developing and maintaining prospective and existing client relationships
- Acting as an effective conduit between the client and operational teams at Idox as required
- Acting as the Sales lead when responding to formal procurement notices
- Creating high-quality proposals and helping support the creation of business cases.

To be successful, you should bring:

- A proven track record of software solution sales to Local Government
- An understanding of both on-prem and cloud delivery models
- A demonstrable understanding of the Elections sector
- The ability to understand the client's requirements and design and propose solutions accordingly

- Excellent communication, questioning, influencing and negotiating skills
- Excellent presentation skills and the ability to demonstrate key benefits / return on investment
- Excellent opportunity qualification, negotiation & closing skills
- A high degree of professionalism and strong work ethic
- Experience of planning & executing client 'solution requirement' workshops & customer journey mapping.

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>