

Job Description

ROLE PROFILE	
Job Title:	Business Development Manager
Reports To:	Managing Director
Context/Scope:	<p>iManage has a clear growth strategy to take it up to a major UK player within the Learning and Development sector. Central to that growth is the establishment of a sales function, recruitment of a suitable Business Development Manager, and in subsequent years further recruitment of a sales team.</p> <p>The right candidate will have a genuine opportunity to influence the future shape of the business, and will report directly to the Managing Director.</p> <p>The role will be based around London and the home counties, being responsible for sales across the UK, and (as the business grows) across Europe.</p>
Dimensions:	
Leadership Responsibilities	The role requires significant edge, resilience, influencing and prioritising skills to initiate, lead and manage a future sales team to deliver against sales targets.
Purpose of Role	To secure business growth through sales. To build an iManage sales team.
Top Accountabilities	To manage and report on the sales funnel cycle. To plan and undertake prospecting activities. To develop new prospects into clients. To own and manage the sales forecast. To arrange sales appointments. To visit prospective clients. To author sales proposals and present them to prospective clients. To close on sales converting prospects into clients. To contribute to the organisations marketing strategy. To develop the organisations sales strategy. UK based sales.

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Qualifications and Experience Required	<p>Essential:</p> <ul style="list-style-type: none">• Graduate qualification and member of a relevant professional body• Strong functional sales experience.• Relevant specialist content experience in the Learning and Development sector.• Proven track record of consistent sales performance and delivery.• Ability to build relationships quickly and easily.• IT literate.• Self motivated.• Full clean driving licence. <p>Excellent Functional Capabilities:</p> <ul style="list-style-type: none">• Extensive experience of sales negotiations with strong ability to coach others.• Generates exceptional industry insights and articulates the implications for iManage.• Proven ability to build effective customer relationships.• Proven ability to sell on a pull, relationship lead basis. <p>Excellent Leadership Capabilities:</p> <ul style="list-style-type: none">• Strong influencing skills and personal impact to gain credibility quickly with others.• Ability to establish/maintain effective communication with others.• Strong commercial acumen; good judgement and general understanding of business.• Experience of taking tough decisions and prioritising delivery in a busy environment.• Objectively challenges established practice to stimulate alternative thinking.• Excellent coaching capability, proven people development and team leadership. <p>Desirable:</p> <ul style="list-style-type: none">• Experience working across the European region.• Experience of selling to HR professionals within global blue chip organisations.
Remuneration Package	Salary dependant upon experience plus commission.