



Job Title: Business Development Manager
Team : Sales
Location: Anywhere UK, Field Based
Salary: Competitive Base Salary + Incentive Commission Scheme
Benefits: 25 days holiday, Pension, Bupa Health Care and Health Insurance

ROLE PROFILE AND PURPOSE:

The New Business Sales Manager is responsible for winning new business to generate growth and achieve business targets and reoccurring service revenues. This role specifically is responsible for all new business activity from lead inception to sales conversion whereby once complete, you will need to handover to other members of your team for implementation.

You will also be expected to develop relationships for the purposes of lead generation, it is expected that the candidate is a self-starter & can bring in new opportunities & leads using their own skills and talents. In addition to being an excellent communicator, our ideal candidate will also demonstrate exceptional negotiation and leadership skills. The role requires the candidate to have experience of working with Exec Level stakeholders.

Role Profile:

- Self-Generation and development of an extensive pipeline of opportunities with a ownership mentality within your given segment of opportunities, 20-250 units
- A desire to close each prospect , leading and managing the company's sales process
- Supporting our Customer Success Managers with Identification of opportunities for revenue growth within customer base
- Ensure Airmax are invited to participate in major tenders and their subsequent completion
- Ensure timely proposals and responses to RFI's are submitted and completed within a professional manner
- Proactively promote Airmax through attendance to: both virtual and physical Conferences, Networking events, corporate functions, and Social media.
- Self-generation of appointments, and ability to promote strong leadership behaviours to support the achievement of agreed objectives through your own prospecting activity
- Develop an extensive knowledge of the Telematics market, emerging technologies, and communicate the findings to senior management and relevant departments.
- Accountable for securing a number of new customer contracts with at least £1m TCV or £250K annual service revenues
- Produce monthly reporting of sales forecast information
- Maintain a clear understanding of the prospect industries along with an ongoing knowledge of fleet and other industry development progress.

Key Skills:

- An individual with an ownership mentality and a strong 'starter, finisher'
- Ability to influence change and some longer term thinking
- Ability to articulate advantages of the utilisation of business systems and present value
- Strong communication skills and ability to present information formally
- Self-starter with a proven record of success in a sales environment ideally in the telematics industry
- Results orientated, resourceful, enthusiastic and diligent
- Engages and builds trust.