

Business Development Manager

Job Title:

Business Development Manager

Location:

Milton Keynes

Consultant Reporting to:

Managing Director

Salary + Commission:

Salary flexible, dependent on experience

Introduction:

PragmatiQ Solutions are a Microsoft Dynamics 365 Partner who specialise in providing small-medium sized businesses with bespoke Microsoft Dynamics Solutions, User Training, Consultancy and Helpdesk Support. We are currently recruiting for an ambitious Business Development Manager to join our growing team and contribute towards driving the sales strategy forward.

We manage every project with a joined-up approach between Sales and Delivery, which ensures there is no disconnect between what is being promised and what ends up being delivered. Our ethos that a project truly begins once the technology has been implemented, has ensured that we have seen rapid growth in 2019, which has continued into 2020 and we are now looking for individuals who buy into that ethos and want to join us on that journey.

Purpose & Objective:

The Business Development Manager will be responsible for developing and nurturing opportunities from Managing Director/Owner downwards and across multiple stakeholders. Whilst there is a focus to develop business locally, the sales strategy is National and across a breadth of sectors.

Reporting to the Managing Director, this position will perform a key role within PragmatiQ Solutions for all pre-sales activities and relationship building, relating to Microsoft Dynamics. You must be capable of obtaining an in-depth understanding of the businesses being nurtured; along with an understanding of what the prospective customers key drivers for change are and the subsequent benefits Dynamics offers. Demonstrating capability to drive a business conversation first, instead of a technical conversation, is essential, as is building relationships at all levels of a prospect's organisation.


The individual should be able to gather the prospective customer requirements to ascertain where the actual need is. This will ensure you are able to articulate value statements to prospects, clearly identifying how product features translate into benefits for the customer.

Given the importance of the base customers in terms of delivering a referenceable site, the Business Development Manager will be required to visit customers post-sale and maintain long term relationships.

Key Responsibilities:

- Attain revenue and profit targets as set by the sales organisation
- Maintain a pipeline of qualified, active opportunities and manage them to closure
- Generate new leads and opportunities within assigned accounts
- Up-selling and cross-selling campaigns to existing customers
- Proposition & sales prospecting campaign development
- Lead the acquisition of new accounts along with retention and growth of existing accounts
- Collaborate with marketing to support new business and existing account growth
- Report accurately on the sales pipeline to relevant people in the business
- Identify opportunities to support external expos and present webinars

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 PragmatiQ Solutions

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Business Development Manager

Education:

The Business Development Manager will ensure they have a great understanding of what Dynamics can deliver, and a good understanding of the competition's strengths and weaknesses. These learnings will feed back into the demonstration environment and to product development.

They will be responsible for keeping their knowledge on all new product and version releases up to date, ensuring they are at the forefront of adopting new features and functions. They will need to keep informed of the latest industry market conditions, technologies and initiatives.

Skills and Requirements:


- Previous experience in a prospect facing sales role. SaaS and/or Technology Sales experience is essential. CRM or Microsoft Dynamics is desirable
- Willingness to learn aspects of software not known yet. This is a requirement for the overall sales process and pre-sales demonstrations
- Capability to perform in a pre-sale's role capturing prospects requirements, translating them into a value-based demo design, supporting in the creation of the demonstration
- Strong understanding of business process across a range of industries requirements
- Ability to produce good proposal documentation, including written papers, presentations, suitable for presentation to the customer
- Willingness to identify and attend relevant networking meetings
- Identify potential referral partnerships and nurture those relationships, with the long-term view being essential
- Prospecting and identifying targets through LinkedIn and any other platforms that are considered relevant
- Ability to maintain a pleasant manner and calm disposition in difficult situations, with prospects and team members
- Strong interpersonal skills and empathy with prospects
- Team player with proven record of team innovation, creativity and results
- Ability to travel as required

This is an exciting opportunity to join a highly regarded, professional Dynamics 365 Partner, in a team that is dedicated to making every client a great success. Regular training will be a part of the role and in addition you'll get a package including a competitive salary package, commission/bonus, holidays and additional benefits. Based in bright, spacious, air-conditioned offices in central MK.

How to apply:

If you wish to apply for this role, please send your CV directly to careers@pragmatiqsolutions.co.uk

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 PragmatiQ Solutions

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