

## **Business Development Manager**

For the ambitious self-starter who can create a large pipeline of business within a short period of time, for you opportunity knocks.

### **Description**

The Business Development Manager (“BDM”) creates, identifies, and closes sales within the UK. The BDM must be an ambitious self-starter experienced in articulating mutual value creation to large organisations. As part of prioritising the sales pipeline, you will balance winning short term business with qualified prospects whilst leveraging the company marketing capabilities to assist with engaging longer term suspects.

Icon’s solutions are used by leading global organisations and comprise the software product areas of enterprise-wide Document Creation, Content Integration, Omni-Channel Output Management and Electronic Signatures. These are enabled with Consulting, Design & Implementation Services, Support and Partner capabilities.

We look for senior sales professionals that have the knowledge and skill sets required to close business opportunities in an Enterprise environment. The BDM will work to establish a sustainable territory calling on larger businesses in one or more of the target sectors - comprising Financial Services (Banking, Insurance, Investment Management), Telecom & Utilities, Healthcare, Public Sector and selected general Commercial.

### **Responsibilities**

- Create and drive revenue within a specified territory.
- Generate business opportunities through professional, dedicated prospecting including cold-calling, networking, events.
- Qualify suspects and prospects generated by company marketing.
- Drive brand awareness campaigns and lead generation via networking.
- Meet and exceed all quarterly and annual sales quotas.
- Own the territory sales cycle – from lead generation to closure.
- Develop strategic territory business and sales plan.
- Maintain account and opportunity forecasting.



- Work towards 100% customer satisfaction and retention.

## **Qualifications**

- A proven sales hunter and closer.
- Minimum of 8 years of software sales and/or services experience, preferably more.
- Track record of sales excellence.
- Proven relationships and knowledge of territory/sector assigned.
- Articulate and persuasive oral and written communication skills.
- Must be able to work independently in a fast paced, rapid change environment.
- Superior professional presence and business acumen.
- Thorough understanding of Enterprise IT and Business Unit interactions with IT including capability to create ROI cases based upon guidelines.

## **Desirable qualifications/experience:**

- Experience and understanding of more than one of the following technologies: Enterprise Content Management, Document Management, Enterprise Print Management, Content Integration, Electronic Signatures, Workflow and Business Process Management.
- Experience of selling at the “C” level a plus.
- Channel relationships (eg Software/Hardware/Services major vendors, Systems Integrators, Outsourcers, etc) are a plus.

## **Rewards**

With achievement you will earn better than industry norm rates of total remuneration. These opportunities will best suit individuals who are not afraid to live with the risk of slow sales in return for a leveraged reward for a greater share of success. This may include both cash and stock related components.

## **Interested?**

Send us your information: [mailto: careers@icon-uk.net](mailto:careers@icon-uk.net)

We look forward to speaking with you.