



Business Development Manager

Our winning formula is driven by a strong entrepreneurial spirit, which is encouraged throughout every department. We keep this culture by only hiring brilliant people who are driven, ambitious and challenge the norm. We're good at what we do, but there is always room to improve which is why we're serious about investing in our people.

The role:

As a software Business Development Manager you will be responsible for running your own diary to follow up and secure new B2B deals. You will be working closely with our internal sales and marketing team. You will receive ongoing coaching and development to help you reach your full potential within the role.

The successful candidate will be building relationships with clients for the sole purpose of winning new business and increasing the client database. Clients will be approached by cold calling, telesales, social media and visiting agents in given geographical areas. You will be the primary business contact for the client and responsible for client satisfaction. In addition, the BDM is expected to win new business and grow accounts over the period of 3-6 months after this time the account will be passed to the account managers who will continue contact and build further relations.

The person:

The focus of this job is making connections with people, motivating and inspiring to achieve results. Ideally, you'll have an engaging and consultative communication style where enthusiasm is the key to achieving the goals of the role. Through being positive and friendly you will build rapport with clients and key decision makers within their organisation whilst providing a professional service. You will bring fresh ideas to the team, understand the existing drivers in our business and recognise the unique culture that we have developed.

The role requires a high degree of "selling", whether of ideas and policies within the organisation and the job environment is fast paced and results oriented. The ability to sell rather than tell will be the key to success.

If you are a self-confident, engaging and positive individual, this could be the role for you.



Must be able to work in a fast-paced environment and on a variety of activities:

- Manage multiple campaigns simultaneously
- Be people and relationships focussed
- Team player
- Decision-making
- Enthusiastic and stimulating communication skills
- Persuasive “selling” rather than “telling” style
- Strong commitment to results
- Software sales experience ideal

What can we expect from you?

- Positivity - Make the last call of the day sound like your first call.
- Reliability - Be someone who we can depend upon on to deliver for the team and our customers.
- Work Together - Be part of a fantastic team and achieve together.
- Grow - Develop within your role and grow with our business.
- Inspire - Share your ideas to improve the way we do things
- Co-ordinator – Able to plan and implement.
- Communicator – Demonstrate a great mix of communication skills

Key Responsibilities:

- Proactively approaching potential clients either through calling, marketing campaigns, social media, networking and visits
- Ensuring KPI's are adhered to ensuring call targets and appointments visited are achieved on a daily basis
- Reporting is required regularly to your line manager, providing regular input on all account activity, campaigns and lead generation
- Ensuring that all processes and procedures are completed, quality standards are met, and that projects are profitable
- Communicating the client's goals and representing the client's Interests to ensure the client receives the required service levels
- Providing regular two-way communication between the client and team, to provide strong team representation and set proper client expectations

- Being aware and in pursuit of opportunities



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account growth and new business, forecasting information will need to be provided to show strategies and plans are in place to hit required targets

- Providing clients, a full understanding of company capabilities and service, and effectively communicating all offerings to the clients
- A full driving UK driving licence with use of a car is a requirement and a smart appearance (business attire) is expected all times
- Performing other duties from time to time as required by the business

Key Skills:

- Communication
- Ability to persuade / influence – Negotiation
- Presentation

What will you get in return?

- Salary £25,000 - £30,000 pa DOE + Expenses and Bonus OTE of up to £60,000 uncapped
- Pension Scheme
- Company reward scheme including length of service awards, peer to peer recognition, multi staff events
- Refer a friend reward scheme
- Company social events including summer parties, team nights out & much more
- Make a difference day – 1/2 paid day off work to volunteer at a charity of your choice

Why Propoly?

At Propoly we work hard and we're constantly developing - our people, our processes and our technology, and we all share the same goal; to consistently deliver a seamless, easy and enjoyable experience to each one of our customers and employees.

You can be certain that with Propoly you're always learning new things and creating new opportunities for yourself. We really believe in our people & strive to ensure you reach your full potential.

So, if you're excited about a new challenge, want to work in a fast-paced software as a service environment, with a team of like-minded people, you're in the right place – Apply now and let's setup that video interview.