



business development manager needed

Selling in QA and testing propositions, web design, hosting and/or service desk propositions into high-level accounts. This involves building relationships with clients and working with the relevant team to design and deliver the required solutions

main duties

Sales Prospecting

- Creating and following up on leads from exhibitions, talks at conferences, referrals etc.
- Building a pipeline of prospects through regular networking and relationship building to ensure Epicentre is included on all appropriate ITT's, framework contracts and select lists
- Responding to marketing drives inc. cold-calling
- Creating prospecting lists

Solution Development

- Meeting with potential clients to understand their requirements
- Informing client of best solution from a range of options
- If necessary developing a bespoke solution to meet the client's needs, working closely with the relevant team
- Writing winning proposal documents
- Undertaking consultancy work for clients, as appropriate

Presenting our solution

- Presenting and selling professionally and confidently to clients
- Negotiating deals and handling contracts

Managing the solution through to completion

- Strong account and relationship management skills
- Ability to develop and implement key account plans and strategies
- Developing capabilities of colleagues in the team

person specification

Experience

Experience of at least one of the following:

- developing testing solutions for large organisations and operating at a senior level
- ability to sell a variety of test tools
- successfully selling consultancy or technology solutions at a senior level
- successfully selling service desk or online solutions
- successfully selling web-based solutions, preferably within Epic's marketplace

Job related Knowledge, skills and abilities

Essential

- Sales prospecting
- Ability to understand and assess client needs
- Ability to discuss technical matters with confidence
- Understanding on CMS/LMS/VLEs, web portals and other web-based delivery systems
- Understanding of issues common to testing, web (inc. hosting) and service desk solutions
- Ability to communicate, orally and in writing, in a clear, concise and effective manner
- Ability to present to senior level audiences
- Proposal and tender writing skills
- Ability to develop and retain key accounts
- Understanding of test tool developments in the wider market and the ability to identify correct test tool for each job
- Sales closing – good negotiation skills and handling contractual issues
- Ability to develop and maintain good relationships with clients
- Ability to use Act and other MS office systems, esp. Outlook, Excel, etc
- Influencing skills
- Ability to build effective relationships with back of house staff

Job related Knowledge, skills and abilities

Desirable

- Understanding of test tools – open source and proprietary
- Understanding of best practice within service desk industry
- Enthusiasm for new developments in internet related industries
- Understanding of management of change in organisations
- Understanding of industry standards e.g. IEEE, SCORM, and usability standards
- Experience of working across a broad portfolio
- Experience of using Salesforce or similar database
- Ability to mentor and develop colleagues

In addition to the duties and responsibilities listed, the jobholder is required to perform other duties as assigned by the manager from time to time.



like to join us?

If you have the above skills and want to work in a fast-paced, creative environment then please send us your CV.

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