

# Epicentre Business Development Manager needed

## Main purpose of the role

Selling in automated testing and turning propositions into high-level accounts, using our managed offshore automated testing offering and internal resources. This involves building relationships with clients and working with the Epicentre team to deliver the required ongoing quality assurance (QA) 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 invitations to tender, framework contracts and select lists
- Responding to marketing drives, including cold-calling
- Creating prospecting lists

### solution development

- Meeting with potential clients to understand their requirements
- Informing clients of the best solution from a range of automated QA software
- Developing a QA solution to meet the client's needs, working closely with the Epicentre team
- Writing winning proposal documents
- Undertaking consultancy work for clients, as appropriate, to develop QA solutions which will improve their organisational performance

## 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 key account plans and strategies
- Working with Epicentre staff to ensure proper implementation
- Developing capabilities of colleagues in the team

# Person Specification

## essential

- Sales prospecting
- Ability to understand and assess client needs
- Ability to identify the correct test tool for each job
- Ability to discuss technical matters with confidence
- Understanding of issues common to automated test solutions
- Ability to communicate, orally and in writing, in a clear, concise and effective manner
- Ability to present to senior audiences
- Proposal writing skills
- Ability to develop key accounts
- Understanding of test tool developments in the wider market
- Sales closing – good negotiation skills and handling contractual issues
- Ability to develop and maintain good relationships with clients
- Ability to use PowerPoint, Act, Excel, office systems
- Influencing skills
- Ability to build effective relationships with back of house staff

## experience of at least one of the following

- Developing automated QA 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
- Senior experience in one of the following sectors:
  - Health
  - Education
  - Financial services
  - Government
  - Web

## desirable

- Understanding of test tools – open source and proprietary
- Understanding of automated testing types
- Understanding of management of change in organisations
- Understanding of industry standards, IEEE, SCORM, and usability standards
- Experience of working with an offshore partner

# 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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