



Account and New Business Development Manager

Idox Grants

Home Based, UK

About the role

Idox Grants is Europe's leading provider of funding and policy information, servicing customers across the UK and Europe. We provide content, software solutions and services at all stages of the funding process.

We are seeking to recruit a highly motivated and successful Account and New Business Development Manager who can accelerate revenue growth in the UK. In particular, we are seeking a domain expert with experience of working with, or in, the Higher Education Sector or research-active organisations.

The role will include full sales cycles of activity, undertaking initial background research and prospecting, meeting prospective clients and working with clients consultatively to close sales and build long-term client relationships. You'll be joining an ambitious business, with an international outlook and will be expected to build growth with business customers based on a combination of new business and well managed existing accounts.

The role will be home-based within appointed territory with regular travel required for face-to-face client meetings.

You would be responsible for:

- Managing, supporting and developing a portfolio of existing clients in priority sectors, with a focus on the Higher Education Sector or research-active organisations.
- Lead generation to build a solid new business revenue pipeline in your designated territory; gathering, sharing and applying of actionable market intelligence
- Delivery of professional sales presentations, proposals and tender responses, creating content with an eye for detail
- Representation of Idox Grants at key events and conferences
- Successful achievement of sales targets and goals set by the company over a monthly, quarterly and annual basis.

To be successful in this role you should bring:

- 2 years+ experience of Account Management and New Business Development success in a role of a similar nature
- A detailed knowledge and understanding of selling to Universities, Research-active organisations and communities, and the Public Sector
- An understanding of strategic selling principles and techniques (e.g. Miller Heimann)
- Familiarity with public sector procurement processes
- Ability to work independently. Be based in the UK, and able to travel easily around the designated geographic territory. A clean drivers licence and car.
- A strong, established network within the Higher Education Sector

Knowledge and Skills:

- Proven sales track record of achieving targets, goals, and objectives
- Strong written, listening and oral communication skills
- Ability to form strong and mutually beneficial business relationships with customers
- Previous experience of working with, or in, Higher Education Institutions.

About Idox plc

Idox is the leading applications provider to UK local government for core functions relating to land, people and property, such as its market leading planning systems and election management software. Over 90% of UK local authorities are now customers. Idox provides public sector organisations with tools to manage information and knowledge, documents, content, business processes and workflow as well as connecting directly with the citizen via the web, and providing elections management solutions. It also supplies in the UK and internationally, decision support content such as grants and planning policy information and corporates compliance services. Idox delivers engineering document control, project collaboration and facility management applications to many leading companies in industries such as oil & gas, architecture and construction, mining, utilities, pharmaceuticals and transportation in North America and around the world.

The Group employs c.700 staff located in the UK and worldwide, including Asia, Europe and North America. Idox has many offices across the UK and therefore travel will be required.

The Benefits

This post commands a competitive salary depending upon experience, along with an excellent benefits package.

How to apply

Applicants should submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why they feel they would be suited to this role to Join.Us@idoxgroup.com.

Please note successful applicants will need to satisfy the BPSS guidelines (Baseline Personnel Security Standards) which consist of the receipt of satisfactory references covering the last 3 years of employment; an identity check; verification of eligibility to work in the UK; and a Basic Disclosure Check. This is in order to help us make safer recruitment decisions and prevent unsuitable people from working with access to personal and sensitive data.

Privacy Notice

As part of the recruitment process we will collect data about you in a variety of ways including the information you would normally include in a CV or a job application cover letter, or notes made by our recruiting officers during a recruitment interview.

Please read the Idox Recruitment Data Privacy Policy here <http://www.idoxgroup.com/privacy.html>