International Business Development Manager
Idox Content
Netherlands and Spain

About the role

Idox Software has an exciting opportunity for a driven and ambitious individual to join the Idox Content division. We are Europe's leading provider of funding and policy information, providing external funding services to our 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 Business Development Manager who can play a key role in growing our portfolio of European University, and other research-active organisation, accounts. In particular we are seeking a bilingual or multi-lingual individual (with English as one of those languages) with a proven track record of delivering new business within the sectors we service.

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 accounts. 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 ongoing account management of the contracts you secure.

The role sits within our Enterprise team, a multi-functional team working with sectors of significant strategic importance to the business.

The role will either be home-based or, if practical, based from an Idox office (e.g. Goor) within an appointed territory with regular travel required for face-to-face client meetings. We are seeking an individual currently residing in Netherlands or Spain.

Key Responsibilities:

- Lead generation to build a solid revenue pipeline in the designated region; 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 Content at key events and conferences

- Successful achievement of sales targets and goals set by the company over a monthly, quarterly and annual basis.

- Successful ongoing account management of contracts secured, working alongside an International Account Executive.

To be successful, you'll need to be:

- Demonstrate a minimum of 2 years' experience of Business Development success in a role of a similar nature
- A detailed knowledge and understanding of selling to the University or research-active sectors.
- Understand strategic selling.
- Be based in mainland Netherlands or Spain, and able to travel easily around the described geographic territory.
- Car owner with clean licence.

- Ability to work independently.

Knowledge and Skills:
- Proven sales track record of achieving targets, goals, and objectives.
- Strong written, listening and oral communication sales skills.
- Able to form strong and mutually beneficial business relationships with customers.
- A tenacious, highly energised and motivated individual, with a high level of commitment and passion for achieving levels of service excellence.
- Demonstrates an understanding of public sector procurement processes.
- Has a results-driven focus with good business judgement.
- An understanding of structured sales methodologies and processes.
- Excellent communication skills, consultative approach and able to influence others to support objectives.
- Excellent time management and prioritisation skills.
- Strong negotiation and influencing skills.

Additional desirable qualities:
- A relevant degree or equivalent
- A strong, established network within the Higher Education Sector.
- Previous experience of working in (or with) 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