



## Sales Consultant, Public Sector

New Business, Idox Software  
Home and Field based

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### About the role

This is an opportunity for an experienced business development professional focused on new business in the UK – a pure “hunter” role. This is a planned, new post created to enhance our Local Authority new business team, which promotes and sells Idox’s Built Environment and Public Protection SaaS platform to Local Government.

The Sales Consultant will play an important part in growing the business to help Idox maintain its position as the market leader in our chosen markets. The role will have sales targets; success will be achieved through the creation of strong relationships and the development of an influential network of contacts within Local Government, building trust and sales as you go.

As a Sales Consultant, you will be responsible for building a pipeline, focused on an agreed territory, target customer (i.e. “new name”) or objective, where Idox does not already have a presence. You will work to identify opportunities to sell directly to Local Government customers. You may also be managing complex public sector procurement and tendering processes, with the support of Idox bid and marketing colleagues.

This post provides a great opportunity for an experienced new business sales professional to scope the role, and make a real impact, influencing a fresh team and proposition and building revenues as you build relationships, reveal opportunities and see a pipeline to fruition.

### Key Responsibilities:

- Achieve sales outcomes to agreed targets
- Take ownership of and be responsible for an allocated sales target
- Development of a new business pipeline within an agreed territory or objective
- Maintain a record of activity within the company’s CRM system
- Present a polished and professional manner
- Build strong influential relationships at all customer levels of seniority to “C” level
- Navigate the complexity of Public Sector procurement
- Build knowledge and intelligence of the market to be able to demonstrate credibility
- Play a key sales leadership role when managing tender responses as part of a wider bid team

### To be successful, you’ll need to bring:

- Successful track record as a professional, consultative sales person, building new business
- Knowledge and experience of selling to public sector organisations
- Experience of public sector procurement processes
- Pride in the management of your pipeline including contacts, data and sales progression activity
- Tenacity and a systematic approach to business building
- Flair in building strong working relationships both with colleagues and potential customers – a real people person.

### Additional desirable qualities:

- Domain knowledge of the Built Environment function in Local Government (for example, Planning, Building Control and Land Charges)

- Domain knowledge of Public Protection (for example, Environmental Health, Licensing, Trading Standards)
- Experience of selling SaaS to the public sector.

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## 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.600 staff located in the UK and worldwide, including Asia, Europe and North America. Idox has offices and teams throughout 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](mailto: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>