

European Business Development Manager, Research Sector, UK

New Business & Account Management, Idox Software

Home and Field Based

About the role

Idox is the leading specialist in online solutions for private, public and voluntary sector organisations and is the market leader in providing high quality funding information. Our aim is to help organisations to access relevant, accurate and timely information about the funding streams that can help them further their mission and goals. Idox has developed numerous websites and tools that support fund seeking, innovation and knowledge transfer for clients in the global research sector.

We are seeking to recruit a highly motivated and successful New Business Development Manager who can accelerate revenue growth in territories in Europe. We are seeking a domain expert with experience of working with Universities, other Higher Education or Research 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.

Home-based with occasional travel required for face-to-face client meetings.

Key responsibilities

- 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 and demonstrations of our *ResearchConnect* products, proposals, and tender responses, creating content with an eye for detail
- Representation of Idox Software 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, you'll need to bring:

- A minimum of 2 years' experience of New Business Development success in a role of a similar nature
- Excellent written and spoken English, one or more other European languages would be beneficial but not essential.
- A proven sales track record of achieving targets, goals, and objectives
- A knowledge and understanding of selling to the Higher Education and Research sectors
- An understanding of "strategic selling"
- Ability to develop trusted advisor relationships with customers and prospects
- A high level of commitment and passion for achieving outstanding levels of sales success and service excellence
- Has a results-driven focus with good business and commercial judgement
- An understanding of University procurement processes and pipeline building
- 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
 - Computer literate and competent with Microsoft Office applications and knowledge/experience of using Salesforce.
 - An ability to work independently and as part of a thriving team
 - An ability to travel easily around the designated geographic territory (once current covid related restrictions are relaxed).
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About Idox:

Our specialist software solutions power the performance of government and industry, driving productivity and a better experience for everyone. Built around the user and designed in collaboration with experts who have worked through every detail of every process from end-to-end, our hard-working process engines deliver exceptional functionality and embed workflows that drive efficiency and best practice with a long-term focus for regulated environments.

Through the automation of tasks, the simplification of complex operations, finding scalability as operations evolve, and more effective management of information, we help our customers harness the power of Digital, so they can do more.

We employ around 500 staff in the UK and worldwide, including Europe, North America and Asia, so some travel to meet colleagues may be required.

The benefits:

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

How to apply:

Please submit a CV, and a short cover letter (*maximum 500 words - including salary expectation, and current remuneration*) explaining why you feel you 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.

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 our Recruitment Data Privacy Policy here: <https://www.idoxgroup.com/policies>

