

Enterprise Sales Lead

Idox Geospatial

Home based or Hybrid, Farnborough

About the role

The role of Enterprise Sales Lead will be a vital new part of the Sales team operating across the Geospatial Division and will report directly to the Head of Sales. The role is homebased, but you will be required to attend quarterly kick off meetings and any office-based training as required. You may also be required to attend customer meetings at their offices, and some exhibitions, conferences and events.

The Idox Geospatial Division is a collection of four unique geospatial businesses rolled into a single geospatial entity and strategy. With a customer base that spans public sector and commercial markets the reach is extensive. The year-on-year revenue growth is impressive and backed with significant investment in people and projects with a three-year strategy to accelerate and build the largest Geospatial services business in the UK.

Key responsibilities

Operating across all sectors, the successful candidate will be tasked to pursue new business opportunities in existing markets with a view to convert sales from the expansive geospatial product portfolio. They will build relationships with these target accounts and develop opportunity, undertake detailed evaluation with the support of the Technical Consulting Group, design and build a proposition, propose terms and close the deal.

The product portfolio provides one of the leading geospatial services portfolios in the UK that includes a geospatial data platform, data licensing, and geospatial insights engineering, DaaS integration, SaaS off the shelf apps, and professional services including design and build consultancy and GIS/product training.

Day to day activities will include:

- Work with and build on existing 'whitespace' reports to identify sales opportunity we can replicate given existing client base and case study
- Build sales pipeline of growth opportunities and close business to target
- Provide weekly reporting to the Head of Sales on activity and pipeline
- Craft customer presentations, proposals and quotations
- Produce accurate business forecasts
- Update Salesforce diligently to record historic activity, to manage future actions, and to capture required data as directed
- Study the product portfolio to become an expert so that customers see you as a trusted advisor
- Attend in-house sales training events and sales meetings to advance potential
- Attend and report outcomes weekly or as requested
- Note: Employee may perform other related duties as negotiated to meet ongoing needs of the organisation.

Career Growth

- Attend industry conferences and events to keep abreast of regulatory or industry directional changes and potential opportunities
- Training and inhouse sales coaching
- The Idox resourcing policy is to promote first from within as a preference.

To be successful, you should bring:

- 5+ years solution sales experience in public sector/commercial markets
- Proven sales success in relevant B2B data or software sales verticals
- Proof of training in industry-recognised solution sales
- Evidence of having built a self-generated pipeline
- Demonstrable practical understanding of value-based pricing opportunity maximisation
- Tangible methodology for cultivating leads and existing business to realise market potential
- Proof that you are tactically smart and savvy in your sales approach
- Good presentation skills
- Strong negotiation skills, commercially astute
- Experience in bid processes on and off frameworks
- An ability to learn quickly and independently
- A natural phone manner essential; articulate with excellent attention to detail
- Experience of Salesforce/Hubspot (useful)
- Social media savvy
- Adaptable, ability to work in an agile environment at pace
- Collaborative habits, as a team player.

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 700+ staff in the UK and worldwide, including Europe, North America and Asia, so some travel to meet colleagues may be required.

Our Values



Dynamism

We shape our future



Responsibility

We are accountable for our actions



Integrity

We do the right thing



Valued

We value each other



Excellence

We set the benchmark for quality

DRIVE

The core values taking us forward

Our Culture

We are ambitious in working together to promote a more inclusive environment, which attracts all candidates and signals our commitment to celebrate and promote diversity. Idox is a company where we can all be ourselves and succeed on merit, where we respect all our employees, customers and communities in which we live, work and are a part of.

We recruit and reward employees based on capability and performance – regardless of race, gender, sexual orientation, gender identity or expression, lifestyle, age, educational background, national origin, religion or physical ability. Each office location worldwide, is free to respond to local needs to create a culturally sensitive workplace for everyone. In doing so, we want every employee to feel our commitment to showing respect for all and encouraging open collaboration and communication.

Our Benefits



Flex to Fit

We recognise that for individuals, the opportunity to work flexibly can enable them to achieve a better work-life balance along with a greater sense of responsibility, ownership and control of their working life. During the pandemic, all our employees successfully transitioned to remote working and we are open to conversations on work patterns to suit our employees needs such as change to working times; part time working; term time working; 9-day fortnight. We are proud to be a flexible employer enabling effective hybrid working for our employees.



Family Friendly

We understand how important family is to our employee and provide support through difficult times such as bereavement as well as offering excellent pay and leave benefits for parents and carers welcoming a child.



Health & Wellbeing

Our Workplace Wellbeing team provide support and resources on mental health and lifestyle. We also provide 24/7 confidential help via our employee assistance programme.



Be Heard

You will have the chance to impact change within Idox by having your voice heard via our CEO live broadcasts; making suggestions to Idox Voice forum or sharing your ideas in our company newsletter, Inside Idox.



Community

You will have the opportunity to participate in community and social activities, as well as group wide fundraising ventures. We prioritise sustainability and ethical impact on our communities and we pledge to allow our employees to carry out volunteer work.



Your Development

Our mentor scheme will help you to achieve personal and professional growth through learning from experienced colleagues and you will also have access to online and face to face learning modules including our Leadership Development Programme.



Financial Security

We offer full company sick pay plus income protection for long term illness and our life assurance cover is provided up to four times annual salary. Our Pension Scheme operates on a Salary Exchange Contribution Basis so you will receive relief from NI contributions.

You are also invited to join our Idox Xtra Share Scheme where every share bought will receive an extra one free from the company.

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>