

Skill Dynamics

Job Description –Business Development

Manager

1. ROLE PROFILE

Job Title: Business Development Manager

Organisation: Skill Dynamics

Department: Sales

Work Location: Reading, with flexibility to work from home

2. PURPOSE

We are looking for a Business Development Manager to join the Sales team, working directly with the VP of Sales to drive sales while enhancing and expanding Skill Dynamics already very successful client portfolio.

This candidate will be responsible for managing the end to end enterprise sales cycle, from prospecting to contract close, before handing over to the Onboarding and Customer Success teams.

Through a consultative and solution selling approach, the candidate will work collaboratively across the organization to ensure a first class buying experience for Skill Dynamics prospective customers.

3. REPORTING RELATIONSHIP

Reports directly to: VP of Sales

Direct Reports: N/A

4. MAIN CUSTOMERS / CONTACTS

Externally, the role will involve you working with the following roles within global multinational organizations:

- C-suite Procurement Leaders
- C-suite Supply Chain Leaders
- Senior HR/ Learning & Development Leaders

Internally within Skill Dynamics, the role will involve you working with:

- The Sales Team
- Marketing
- The Content Team
- The Professional Services Team
- The Executive Team (on appropriate deals)

5. PRINCIPAL RESPONSIBILITIES

- Achieving and exceeding your quarterly and annual sales targets
- Through sales discipline and rigor, manage the end-to-end sales process: prospecting, discovery, solution mapping, business case development, RFP responses, pitching, negotiating commercials, contracting, before handing over to the Onboarding and Customer Success Teams
- Manage and target a prospective account list within your given territory
- Continuously develop a robust sales pipeline through your own outreach and by collaborating with the lead generation teams i.e. 3rd party outreach experts and marketing
- Be a commercial and strategic thinker throughout the sales process, never leaving a stone unturned, whilst ensuring we play to our strengths and overcome any red flags
- Whilst you will have the full support from Skill Dynamics and your colleagues, you should have an autonomous attitude to your approach
- Lead and work collaboratively with your colleagues who will support the sales process where appropriate
- Ensure a multithreaded approach to selling for each of your prospective customers, having a strong relationship throughout that has been built on trust
- A well-polished presenter, whether presenting to 1 or 40 people
- Manage and negotiate a streamlined contracting process
- Forecast accurately and maintain the required administration within Hubspot CRM

6. EXPERIENCE AND QUALIFICATIONS

- Degree: Ideally upper second-class honours (2:1) or above
- 3+ years' experience in enterprise SaaS selling
- Experience in the eLearning sector would be ideal, but not mandatory
- A hunter mentality with an attitude to continuously learn
- Desire to work in a fast-past environment

7. SOFT SKILLS COMPETENCIES

Our people all have the following characteristics, which we call the 4Cs:

- Capable: we want people who are effective in their role
- Committed: we love it when people go the extra mile to do a great job and to help colleagues and customers
- Can Do Attitude: Someone with a can do attitude will always help out to ensure success
- Company Ambassador: Our people always take pride to present the company in the best light, internally and externally.

8. ADDITIONAL INFORMATION

The above is not necessarily an exhaustive list of all responsibilities, skills, duties, requirements, efforts or working conditions associated with the job. While this is intended to be an accurate reflection of the current job, management reserves the right to revise the job or to require that other or different tasks be performed when circumstances change (i.e., emergencies, changes in personnel, workload, rush jobs, or technological developments).