

United Kingdom Jobs Expertini®

Business Development Manager

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Company: Aspion

Location: United Kingdom

Category: other-general

Do you have sales experience of generating long cycle, high value deals?

Do you want to work for an innovative software business with global appeal? If so, we want to hear from

The Company

A global Market Research and Business Intelligence specialist providing insightful information that help influence businesses from start-up to blue-chips make strategic and informed business decisions.

Operating in over 80 countries and headquartered in Cambridge, we have subsidiaries in Japan, Germany and the USA. Our expert knowledge is regularly cited by leading global media organisations from the Wall St Journal to the BBC and FT.

The Culture

A values led and meritocratic company culture that rewards strong performance. We are driven by improvement and delivering value for our clients. We have a mutli-national, multi-cultural workforce that operate in a collaborative manner. This is the chance to work with interesting clients and support them on innovative projects

The Product

We conduct over 1,000 formal/informal interviews and visits each year to help create detailed market research reports and journals covering 9 different technology areas ranging from renewable energy to AI. These reports are then sold to clients conducting research into emerging technology that support them during product development. We use either a monthly subscription model allowing access to all reports or through a one-off purchase

Job Overview

The purpose of this role will be to establish new business accounts through proactive sales methods, prospecting both virtually and at events and with high activity on social media. You will keep abreast of industry news and conduct research to identify suitable clients and then sell the benefit of a subscription.

This is a role where you will have full control of your accounts and seek to retain and upsell existing accounts.

General Day to Day

A typical day will see you having long and detailed conversations on the phone, virtually and in person with clients to assess their prospect level. You will conduct demonstrations of the portal, create pricing proposals and follow-up on leads.

Managing your own pipeline, you will seek to bring deals to a close and help you to meet your targets and expectations

What We Are Looking For

Previous sales experience of selling a service is required

Experience within Business Development selling to senior stakeholder

Sales Training would be advantageous – SPIN, MEDDIC, Challenger etc

Strong relationship building skills and the ability to build trust

Calm and composed manner

Polished and professional communication skills

Solid understanding of current affairs and business markets

Job Benefits

Salary – we can offer a basic salary between £50,000 – £65,000 DOE

Lucrative Bonus structure

Laptop and phone

Work from home

International travel

Next Steps

To progress your interest in this role, contact John Nesbitt on 07803414142 or 0151 209 2050 or email john.nesbitt@aspion.co.uk

Two stage interview process. Stage one – Teams invitation followed by a face to face presentation

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