



Job Title: Business Development Executive (IC17_BD)

ICONI is seeking a highly-motivated Business Development Executive who has a proven track record in building business-to-business relationships and generating new enterprise level sales. Your priority will be to acquire new customers for our Customer Engagement & Progression (CEP) software in the UK & Ireland markets including Employability, Skills/Learning, Enterprise & Economic Development and Health/Wellbeing.

We deliver large scale client/programme management information systems to organisations in the beneficiary support sectors across the UK & Ireland. Our web-based software enables organisations to manage, track and report on all aspects of the support they provide to their clients. We are going through major growth changes and are very excited about expanding our team.

Main Duties:

- To develop leads and new business within the company's key market sectors to meet and exceed our growth targets.
- Plan, co-ordinate and attend relevant exhibitions, conferences and networking events.
- Develop and maintain relationships with new customers by building trust and credibility.
- Own, develop and manage the implementation of our Sales & Marketing plan in conjunction with the Senior Executive Team and Marketing staff.
- Identify and respond to suitable tender opportunities whilst liaising with our technical teams to agree and ensure project scope.
- Operational management and reporting of all sales activity including sales forecasting.
- Work closely with our Senior Executive Team and perform other duties required by the company.

Required:

- A minimum of 3 years' experience in a sales-driven environment.
- Proven ability to develop a sales pipeline via effective prospecting, cold calling, networking and lead generation activities.
- Travel throughout UK & Ireland to meet business needs.

Desirable:

- Sales experience gained in IT/software sales.
- Excellent communication, presentation and customer relationship building skills.
- Highly motivated with the ability to work on own initiative or as part of a team.

In return, we offer an excellent working environment, competitive package (based on experience), laptop, phone etc. ICONI is an Equal Opportunities employer.

If you think this position is right for you and your CV demonstrates the required specification, send your CV to: jobs@iconi.co.uk by 5pm on Friday 18th August.