

ISIS Papyrus UK Ltd are looking for an energetic and motivated Business Development Manager to join their international team developing the UK market. Previous experience in software solution sales and/or business development is required.

As a Business Development Manager within our sales team based in Kingsclere, your main role will be to identify, win and retain clients throughout the UK and Ireland. With a strong customer focus and excellent interpersonal skills, you will confidently manage the full corporate sales cycle from initial enquiry to closure. This is an exciting sales role with a company that is leading the way with its innovative technology within the Enterprise Content Management and Adaptive Case Management arena. Full training on the company's product range will be provided to the successful candidate.

## Business Development Manager

### Key Responsibilities:

- Acquire in depth knowledge of our software and solutions
- Conduct prospecting and lead follow up from telesales led activities
- Deliver corporate presentations and software demonstrations
- Qualify and manage opportunities including writing proposals and responding to tenders
- Monitor and report on all activities and pipelines
- Maintain excellent customer satisfaction through effective account management

### Your profile:

- Educated to degree level
- Minimum 3 years sales/business development experience in the technology industry
- Ability to influence decision makers at all levels
- Excellent negotiation and communication skills, both verbal and written
- Self motivated and target driven
- Prepared to travel

### We offer:

- Dynamic, open, multinational work environment
- Responsibilities matching your individual strengths and interests
- Personal progression within the company
- Long term employment in a profitable company

We are a market leader offering award winning solutions to blue-chip companies worldwide.

If you have the experience and enthusiasm for this challenging and exciting role, we want to hear from you. We offer great career progression for the right candidate.

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### Apply now

To the e-mail address below attaching  
your CV in Word  
[recruitment@isis-papyrus.com](mailto:recruitment@isis-papyrus.com)

ISIS Papyrus Europe AG  
Alter Wienerweg 12  
2344 Maria Enzersdorf  
[www.isis-papyrus.com](http://www.isis-papyrus.com)