



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.

Sales/Business Development Manager Document/Workflow Management (DMS)

You will be selling products and services offering primarily to prospects in financial sector (banks, insurances). You will be focusing on penetrating customers with significant growth opportunity. You will be responsible for the acquisition of new customers. Reporting to the Head of Sales, you will be closing and implementing growth opportunities within an assigned geography (UK/Ireland).

Qualification and experiences:

- Profound IT knowledge and experience in selling software and consulting services.
- Business expertise in Document Management, Information Technologies and Banking or Insurance.
- Minimum of 7 years previous experience and proven track record in Business Development in the financial/ insurance sector.
- A proven generator of new business and provider of exceptional service
- Highly self-motivated personality with a hunting attitude, ambitious and willing to succeed in a sales targeted environment
- Excellent communicator, presenter and negotiator Duties and responsibilities
- Responsible for driving sales growth within an assigned geography and assigned strategic Business Unit targets through software sales and consulting revenues
- Locate potential business deals by contacting new customers
- Discovering and exploring opportunities
- Work closely with the Head of Sales on industry / market strategy, focused business development, strategy and execution, data reporting, strategic plan development and industry events

You will work in a professional and highly motivated international team as a part of the well-established and successful ISIS Papyrus Group. We will provide intensive training on the job and in international training centers. Global Leader in Enterprise Communication and Process Management with flat hierarchy and friendly open culture.

Level of employment: Full time

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.

Apply Now

Email the address below
and attach your CV:

recruitment@isis-papyrus.com

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