

Inside Sales Business Development Manager

Riskex has enjoyed continued, double-digit growth during 2020 and as a result, we are now looking for an experienced sales professional to support our Commercial Director and contribute to driving the sales strategy forward. The role is primarily office-based in our luxury offices, based in Milton Keynes.

The primary purpose of this office-based role is to identify and qualify sales leads, present our solutions to potential new clients and manage them through the entire sales cycle through to handover to the implementation team once the sale is closed.

As Business Development Manager, you must be capable of obtaining an in-depth understanding of your prospects' business operations along with an understanding of their key drivers for change and be able articulate how our solutions align with these. Demonstrating capability to drive a business conversation first, instead of a technical conversation, is essential, as is building relationships at all levels of a prospect's organisation.

A key part of this role will be the ability for you to carry out live demonstrations of our software solutions and so being able to ascertain the specific client needs and identify how our product features translate into benefits will be key in planning demonstration requirements.

We are looking for an individual who is passionate about delivering and exceeding customer expectations in a SaaS company. The type of person we are looking for will have previous experience in a Sales role with a demonstrable track record in meeting Sales numbers and related KPI's.

Key Responsibilities & Critical Success Measures

- Meeting all agreed lead management KPIs and sales targets
- Generate new leads and opportunities. Work with the telemarketing team to qualify leads and book appointments – you should expect to generate around 50% of your own qualified leads and appointments/demonstrations, whilst the telemarketing team will supply you with the remaining 50%
- Manage all pre-sales activities for allocated leads, including carrying out online sales meetings and demonstrations
- Planning and preparing all sales-related documentation, including proposals, presentations and contracts/order forms
- Maintain all records related to your activity within the bespoke Riskex CRM system, following all processes consistently, accurately and to a high standard
- Maintain an updated and accurate sales pipeline and report on this weekly
- Build and maintain product knowledge: understand the business and technical problems that our solutions address. Stay current on the Riskex product roadmap, understanding the features and functionality of all product modules and packages, and how these are applied to address client needs
- Attend customer meetings and carry out online demonstrations
- Build awareness of; and maintain up-to-date insights regarding health and safety market trends and the competitor landscape

Candidate Profile

- Passionate about delivering the best customer experience possible and contributing to a strong, customer-centric company culture
- Teamwork and Collaboration – High sense of ownership and urgency to get the job done
- 3 years plus in a sales role (inside sales or field-based), preferably for a SaaS solutions/ technology business
- Experience in the field of health and safety / risk management software would provide you with a distinct advantage
- Proven track record in meeting sales targets

Job Description

- Demonstrable knowledge of sales and lead management methodologies with a good understanding of sales cycles
- Comfortable with using technology to demonstrate products
- Excellent communication skills, both verbal and written
- Confident in the use of online communications methods
- Good working knowledge of Microsoft Office applications
- Strong interpersonal skills and empathy with prospects
- Proactive, motivational, tenacious, committed and hungry to succeed
- Strong communication and influencing skills, comfortable leading sales presentations and meetings
- Well-structured and organised, able to prioritise work and work under pressure
- Takes ownership of issues to get resolutions that benefit the business/customer

About Riskex

Ground-breaking innovators of cloud-based software since 2004, Riskex delivers the market-leading Health, Safety and Covid-19 management software brands – AssessNET and Safe2Day. Based in luxury offices in Milton Keynes, our technology is trusted by household names, such as Ikea, Ocado and University of Cambridge, along with many other blue-chip organisations who rely on our technology to keep their employees safe and to protect their businesses from risk.

We are an established business with a strong financial base but have the agile mindset of a start-up. Having proven our technology in a highly competitive landscape, we now want to scale our business to move to the next level.