



## JOB DESCRIPTION

Job Title	Sector Business Manager		
	Full Time		
Reports to	Sales Director/Manager		
Department	Sales		
Location	South Yorkshire - but no re location requirement as clients are national and role can be home based		
		Potential Start Date	ASAP

### POSITION SUMMARY (brief description of purpose of the position)

The role involves responsibility for new business and account management in the UK and Ireland.

This will require focus on finding new business opportunities and upselling to existing customers so as to exceed monthly, quarterly and annual targets

### KEY RESPONSIBILITIES & TASKS (primary tasks and responsibilities in the job)

<ul style="list-style-type: none"> <li>• Manage the sales cycle for QlickiT products and services from identification, through to contract negotiations and to closure.</li> </ul>
<ul style="list-style-type: none"> <li>• Develop and execute Territory Plans</li> </ul>
<ul style="list-style-type: none"> <li>• Build a sustainable pipeline for your territory</li> </ul>
<ul style="list-style-type: none"> <li>• Identify areas with potential for increasing license and services revenue and generate plans to achieve this potential in the defined territory.</li> </ul>
<ul style="list-style-type: none"> <li>• Generate leads from QlickiT marketing campaigns.</li> </ul>
<ul style="list-style-type: none"> <li>• Generate leads by working closely with the QlickiT sales and marketing teams.</li> </ul>
<ul style="list-style-type: none"> <li>• Ensure QlickiT customers are successfully leveraging QlickiT's unique solution architecture and best practice methodologies in order to ensure the best possible ROI and value add for our clients.</li> </ul>
<ul style="list-style-type: none"> <li>• In conjunction with QlickiT consultants, prepare and execute 'Proof of Concept' and prototyping workshops</li> </ul>
<ul style="list-style-type: none"> <li>• Achieve or exceed quota and accurately forecast quarterly opportunities</li> </ul>



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| <ul style="list-style-type: none"> <li>• Submit accurate monthly forecasts and any other reporting requirements in conjunction with sales plans, effectively build and execute a plan to maximise revenue against forecasting.</li> </ul> |
| <ul style="list-style-type: none"> <li>• Participate in trade shows, workshops and seminars</li> </ul>  |
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**KEY CHALLENGES IN THIS ROLE (key objectives and focus areas in first 6 - 12 months)**

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| <ul style="list-style-type: none"> <li>• Review the existing account plan for 2017/18 incorporating changes as appropriate</li> <li>• Maintain the current customer base and build out new customer acquisition revenues</li> </ul> |
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**CORE COMPETENCIES & SKILLS**

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| <ul style="list-style-type: none"> <li>• 3+ years of experience in direct solution selling BI and / or ERP solutions. Preferred understanding of the BI / Dashboarding / Data Visualisation marketplace.</li> </ul>       |
| <ul style="list-style-type: none"> <li>• Excellent written, oral, listening and presentation skills along with a strong business acumen. Must be comfortable working with / selling to very senior management.</li> </ul> |
| <ul style="list-style-type: none"> <li>• Strong ability to influence at all levels and strong negotiations skills</li> </ul>  |
| <ul style="list-style-type: none"> <li>• Ability to qualify and prioritise prospects</li> </ul>   |
| <ul style="list-style-type: none"> <li>• Experience in managing multiple complex sales/solution scenarios</li> </ul>  |
| <ul style="list-style-type: none"> <li>• Excellent time management, multi-tasking and organisational skills required.</li> </ul>  |
| <ul style="list-style-type: none"> <li>• Demonstrated ability to be proactive and take initiative to get things done. Technical sales experience a plus</li> </ul>  |
| <ul style="list-style-type: none"> <li>• Tenacity/Intensity and results orientation.</li> </ul>   |
| <ul style="list-style-type: none"> <li>• Strong customer focus and strong record of achievement in hitting revenue targets and quota's</li> </ul>   |



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| <ul style="list-style-type: none"><li>• Ability to identify and understand key market drivers</li></ul>  |
| <ul style="list-style-type: none"><li>• Must be a self-starter and passionate about Improving Business Performance and your own ongoing professional development</li></ul> |

<b>Qualifications</b>
<ul style="list-style-type: none"><li>• Good standard of education, preferred first degree or professional qualification</li></ul>
<b>Languages</b>
<ul style="list-style-type: none"><li>• English mandatory</li></ul>
<b>Experience (technical, commercial, industry / product / functional expertise, etc.)</b>
<ul style="list-style-type: none"><li>• Preferred experience selling leading edge information based solutions.</li></ul>
<b>Job Requirements</b>
<ul style="list-style-type: none"><li>• Drivers licence</li></ul>

QlickiT is not accepting unsolicited assistance from search firms for this employment opportunity. Please, no phone calls or emails. All resumes submitted by search firms to any employee at QlickiT via-email, the Internet or in any form and/or method without a valid written search agreement in place for this position will be deemed the sole property of QlickiT.

No fee will be paid in the event the candidate is hired by QlickiT as a result of the referral or through other means.