

The Sypro logo consists of the word "Sypro" in a bold, black, sans-serif font, centered within a yellow, irregular, rounded shape that resembles a stylized drop or a cloud. This logo is positioned in the upper right quadrant of the page, which has a white background. The rest of the page is a solid yellow color.

Sypro

Job Description: Business Development Manager

Sypro Contract Manager

Business Development Manager

Salary: Competitive + benefits

Who: Sypro - Market leading construction software provider

Reports to – Head of Sales, UK

About you

First things first, as a disruptor and leader in the construction software industry, we haven't come this far without entrepreneurial spirit and a get-up-and-go attitude. So, if you think we'll see that in you, then you're already halfway there, then please read on...

Yorkshire - Flexi Working

- Do you have 4+ years SaaS experience, specifically selling into construction?
- Do you have construction industry experience e.g. Quantity Surveyor/Commercial Manager/ Project Manager
- Are you a new business hunter?
- Do you have a proven track record of winning enterprise deals?
- Are you passionate about the Construction sector?
- Do you have experience in a consultative sales cycle?

About us and what we need

We are an industry leading Contract Management software provider that provides end-to-end solutions to the biggest names within both the private and public sector. Having over 10 years' experience, we are the trusted provider with a leading reputation within the market.

As a Business Development Manager, you will be responsible for winning new business through a consultative and strategic approach. You will also need to have a well-connected network within this space to be able to hit the ground running and to be a part of a fantastic journey of growth. You will be working with other members of the sales team on enterprise deals, with the average sales cycle between 4 – 12 weeks. You will need to be able to demonstrate your biggest wins within the market and a proven track record of growing executive relationships from the ground up.

You will be joining the business during a period of rapid growth, providing a fast paced, smart and entrepreneurial environment from which there are opportunities to build, grow and develop at an unrivalled pace!

You will be working closely with the senior leadership ensuring you have great product understanding. We have a great reputation within the industry, and we are looking for a clever individual to join the team and to take their product to the next level. This is a great role for someone who is looking for progression, autonomy and fantastic earning potential whilst working in an energetic environment.

Responsibilities:

- Responsible for achieving and exceeding sales targets in the form of annual sales quota- £650k consistently.
- Managing all aspects of the sales cycle.
- Identifying key decision-makers and building strong relationships with prospects and customers.
- Effectively articulate and demonstrate Sypro's technical solution and business value.
- Leveraging deep product knowledge to demonstrate solution selling techniques, uncover prospect and customer challenges and deliver valuable solutions.
- Penetrate and develop existing accounts and new prospects, perform presentations to prospects, negotiate contracts, and close new business deals.
- Effectively communicating value through proposals, demos, and presentations.
- Building and maintaining an accurate pipeline and timely sales forecasts.
- Identify internal teams, providing direction and leadership in each sales engagement.
- Develop a deep understanding of customer industry trends.
- Creating and maintaining executive and senior management relationships

Competencies:

- Previous experience selling SaaS into both private and public-sector, and have a well-connected network
- Proven track record for sourcing and closing new business
- Awareness of a consultative sales process
- Take lead in client facing opportunities, meeting clients' requirements
- Outstanding listening and communication skills
- Provide consistent pipeline opportunities, managing account decision making process to ensure revenue is achieved
- Provide accurate and timely account pipeline reports, account plan updates and sales forecasts

Travel:

- This position requires up to 25% travel. Travel may be outside the local area and overnight.

Other:

- Long Term Incentive Plan
- Genuine opportunity for progression within the group
- Pension (company supported, subject to probation)
- Life Insurance (subject to probation)
- Private Medical (subject to probation)
- 26 days holiday + bank holidays + Xmas shut down
- Tailored training & development
- A great working environment and regular social events
- Being part of an entrepreneurial team that challenges you and gives you fantastic career progression

For more information or an informal chat about the role, contact stuart.kings@sypro.co.uk
 To Apply please send your CV and Covering Letter to careers@sypro.co.uk