

Job Description

JOB DESCRIPTION			
Job Title:	Business Development Executive	Department:	Sales
Reports To:	Head of Business Development	Direct Reports:	None
Location:	Tamworth		
Company:	Jaama is a fleet, leasing and rental management software and driver risk services company. As a certified Microsoft GOLD® development partner, Jaama uses the latest technology to provide customers with greater integration, control and automation. It brings innovative fleet management software and driver licence checking software to fleet operators, contract hire and leasing companies. Jaama is the first to combine fleet software and risk management services to help customers meet their driver health and safety responsibilities under occupational road safety regulations.		
Function Overview:	The Sales team currently consists of three field based Business Development Managers and one office based Business Development Co-ordinator. The Sales team is fully responsible for turning leads generated by the Marketing team into sales orders. Each Business Development Manager also has an allocated set of accounts they are responsible for managing, in addition to managing their sales pipeline.		
Role Profile:	Reporting to the Head of Business Development, and working closely with one of our experienced Business Development Managers, you will become a key member of the sales team, responsible for the sale of Jaama Products and Services to new and existing clients, helping to continue our teams sustained period of sales growth. Working hours are 9am – 5.30pm however out of hours work and occasional stays away will be required for exhibitions and client meetings. Salary is 22k + Company Laptop + (following successful initial period) company car.		

Key Responsibilities
<ul style="list-style-type: none"> • Support the Business Development Manager team to achieve territory objectives • Lead online and face to face sales calls – deliver compelling software demonstrations and proposals • Liaise with relevant departments to understand the product suite, develop sales ideas and new initiatives to increase sales revenue. • Work closely with the Sales and Marketing team to deliver sales revenue from targeted campaigns, exhibitions and marketing activities, and refine our approach to increase sales opportunities. • Create new relationships with key customers to understand the benefit of Jaama’s products in live operation. • Maintain, develop and engage contacts on social media platforms such as LinkedIn, with a view to creating sales opportunities • Suggest improvements to online content (such as case studies, sales brochures and material) and work closely with Marketing to deliver positive change • Quickly learn the product suite and its key features and benefits • Become proficient in all elements of the sales cycle; from lead cleansing through to closing sales opportunities • Update and maintain all sales and account management activity on Microsoft CRM • Deliver on individual sales target and support the team’s sales goals and objectives • Source and communicate hot topics and news stories that may align with Jaama product benefits

Skills & Experience
<p>Essential:</p> <ul style="list-style-type: none"> • Base knowledge of sales process and principles • Strong organisational skills and attention to detail • Proven experience of delivering persuasive presentations • Outstanding levels of communication across all media • Comfortable when liaising with all types of people, and adapt your approach as each situation dictates

- Competent in Microsoft Office
- Well presented, professional and able to articulate ideas
- Full clean driving licence

Beneficial:

- Experience in using Microsoft CRM
- Graduate; IT / Business Management / Psychology or a similar field will be an advantage, with a preference on a 2:1 or above desired
- Proven track record in Sales
- Entrepreneurial approach to work challenges

Personal Attributes

- Ability to work under pressure and to tight deadlines
- A strong focus on achieving results
- Adaptable, versatile and a naturally gifted communicator
- Understands the importance of software to businesses
- Must be well presented and professional.
- Confidence, charisma and a positive attitude to challenges
- Professional, mature approach to career and personal development
- Demonstrates commitment to developing job and product knowledge.
- Superb initiative and aptitude to learn
- Highly driven individual