



## Job Description

In an external customer facing role, the Business Development Executive will work in partnership with clients and partners; responsible for generating new sales opportunities for the company's products and services.

The main responsibilities are detailed below:

- Set an achievable sales and marketing plan that is quantifiable and measurable ;
- Meet or exceed all defined objectives and targets for profitable sales ;
- Identify new sales opportunities for ITAMS' portfolio of products and services ;
- Generate his/her own sales leads from personal activity and contacts ;
- Provide comprehensive and accurate sales forecasts to Sales Management each month ;

Sales conversion is critical to measure success in this role.

The Business Development Executive is office based (Harpenden, Hertfordshire) when not visiting clients and/or partners.

## Desired Skills & Experience

In this role ITAMS seek a motivated, self-starter with a passion for direct and continuous engagement with new customers. The following skills are of paramount importance to succeed in this role:

- Excellent communication skills ;
- Excellent sales skills ;
- Self-motivated and self-sufficient, able to manage his/her own time and workload ;
- Excellent pipelining and forecasting skills ;
- Excellent verbal, written communication and presentation skills ;
- Experience in selling to and working in conjunction with all levels of professionals ;
- Motivated by success with a positive attitude at all time ;
- Team player ;
- Professionalism, persistence, prepared to learn, accountable and trustworthiness ;
- Previous Software Sales Experience is an advantage but not essential.

We are committed to providing a continuous learning environment and a chance for employees to grow and realise their full potential, as well as share the success of the company through commissions, bonus schemes and equity options.

## Interested, please contact:

ITAMS

Rachel Burford, HR Manager

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