

JOB DESCRIPTION

Business Development Manager

LOCATION:

Milton Keynes Head Office - Mix of home and office-based working

REPORTING TO:

Sales Director

HOURS:

Full-time

SALARY:

Dependent on experience

WHO ARE PRAGMATIQ?

Pragmatiq are a Microsoft Solutions Partner who specialise in designing and developing Bespoke CRM (Customer Relationship Management) Systems and Custom Business Solutions, leveraging Microsoft Dynamics 365 and the Power Platform.

Our team are at the heart of the business, with expertise spanning a variety of areas. Each day, we always aim to bring out the best in each other and all work together to achieve one common goal; to accomplish great things by enabling our clients to do the same.

We use our core values to ensure all activities and initiatives related to hiring, promoting, development and reward are aligned:

- Be 'Pragmatiq': Providing the best possible technology and practical considerations to help a company thrive.
- Demonstrate excellence in everything we do: There is an uncompromising standard that we aim to achieve in all that we do within the business.
- Approach challenges with a 'can do' attitude: Solving problems is critical to both ours and our customers' success. When faced with each challenge, we approach it with a solutions-focussed mindset to get the 'job done' successfully.
- Be a team player with a collaborative mindset: Believing great ideas come from everywhere. We seek to create an environment where the best ideas, regardless of their source, have a chance to flourish.
- Go the extra mile: We strive to be the best and at times this means we are willing to push a bit further to ensure a successful outcome.

THE ROLE

The Business Development Manager will be responsible for driving revenue throughout the organisation, through a variety of different avenues. Your core responsibility will be around developing new and nurturing existing relationships to drive revenue growth & profitability. You will be focused on delivering exceptional service to clients, fostering long-term client relationships and exceeding targets. This is a results-oriented role, leading a hands-on client-facing sales function whilst working collaboratively with the wider business.

KEY RESPONSIBILITIES

- Drive Pragmatiq's Partnership Strategy by securing and developing key partner relationships/a referral strategy
- Business Development Strategies- developing new and existing business through various routes to market
- Generate leads and subsequently nurture into opportunities
- The management of an end-to-end sales process, alongside the Technical Director/Solution Architect/Technical Consultant
- Ownership and continuous improvement of the end-to-end sales process and associated sales/case study collateral
- Contributing towards bid/proposal writing and tender responses, dealing with suitable RFI requests and pitching and collaboratively working with colleagues across the wider business, to prepare and help deliver high quality presentations to clients where relevant
- Forecasting, growth planning and ensuring Sales/Revenue targets and other KPI's are met
- Ensure all opportunities are accurately tracked within our CRM and own the CRM strategy for the Sales arm of the organisation
- Attend prospect meetings and client review meetings, represent Pragmatiq at events, industry conferences, networking events and other external meetings as required
- Represent the organisation externally to promote the company and maintain positive relations with suppliers, customers and other stakeholders

SKILLS & EXPERIENCE

- Demonstrable experience delivering B2B sales
- Strong sales skills and a history of exceeding revenue targets
- Proven commercial acumen and leadership skills including customer relationship management and strong negotiation skills
- Knowledge of the sector and a view on trends and opportunities within it are a bonus
- Ability to learn, apply and communicate about Microsoft Dynamics 365 and Power Platform solutions to clients and colleagues
- Well-developed conceptual, analytical and problem-solving skills along with a wide degree of creative thinking
- Highly developed interpersonal and communication skills with the ability to work effectively with a diverse range of stakeholders and at all levels across the business
- Assertive and confident in high-pressure environments with a high level of personal and professional credibility
- Excellent planning and organisation skills with the ability to manage conflicting priorities and work to tight deadlines
- Results-focused and able to set clear goals and execute them through team engagement and the setting of appropriate metrics

WHAT WE CAN OFFER:

Join our team at an exciting period of growth as we continue to build our reputation as a leading Microsoft Partner. You will be an integral part of a talented team, dedicated to client success and ongoing innovation to remain at the very top of our game in a specialist area of technology.

We provide our employees with an extensive benefits package, that includes:

- › Private health and dental insurance with Aviva
- › 24/7 Unlimited Access to a GP
- › Money back on healthcare costs across dental, optical, chiropody, physiotherapy, and more
- › Access to a mental health support service
- › Employee Self-Improvement Scheme; £500 per year to access a range of opportunities that support personal, physical, and mental development
- › A rewards account providing a range of discounts across a variety of excellent brands
- › One paid-for volunteering day a year for a charity of your choice
- › 22 days holiday rising to 25 (based on service length), plus Bank Holidays. Plus the option to buy an extra 5 days leave, or claim 5 days back at the end of the year
- › Birthday off work
- › Hybrid working environment
- › £200 to spend on home office equipment
- › Up to £1,000 worth of training and certifications paid per year
- › Dedicated weekly education hours
- › Competitive salaries
- › Pension plan
- › Opportunities for progression
- › Regular team social events
- › Based in Witan Studios in the heart of Milton Keynes. The office is bright, modern and spacious, and just a short walk from Centre:MK, The Hub and MK train station

HOW TO APPLY:

If you wish to apply for this role, please send your CV directly to careers@pragmatiq.co.uk.

