

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 our mission:

We are a team of Microsoft Technology specialists, offering high-quality technical services; designing, developing, and supporting bespoke solutions. Working within our values of Accountability, Collaboration and Excellence, we use our expertise to push technological boundaries. By offering a true partnership, we help our clients to succeed and are able to accomplish great things together.

Our values embody who we are and underpin everything we do as a business. Additionally, they help us to ensure all activities and initiatives related to hiring, promoting, development and reward are aligned.



ACCOUNTABILITY

We take ownership & responsibility, and lead by example to ensure we deliver results.

Connected Values: Ownership. Reliability. Integrity.



COLLABORATION

By working together, being curious and sharing ideas, we identify solutions, quickly.

Connected Values: Humility. Respect. Communication.



EXCELLENCE

We believe in going above & beyond, being proactive and continually striving for better.

Connected Values: Ambition. Adaptability. Pioneering.



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

