

JOB DESCRIPTION

Sales Director

LOCATION:

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

REPORTING TO:

Managing 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 support our customers to build better and smarter organisations, leveraging the power of technology to unlock opportunities. We do this through a Microsoft focussed strategy, consistently pushing the boundaries of the platform, combined with Pragmatiq's approach to Excellence in everything we do.

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 Sales Director will be responsible for driving revenue throughout the organisation, through a variety of different avenues.

You will be a key part of the senior team and whilst the core responsibility will be around developing new and nurturing existing relationships to drive revenue growth & profitability, contributing to the overall strategic direction of the business will also be a key part of the role.

KEY RESPONSIBILITIES:

- Working alongside our MD to define and lead the Partnership Strategy within the company and then executing in terms of securing and developing key partner relationships and a referral strategy
- Business Development & Account Management Strategy
- Pricing benchmarking against inflation and competitors
- Defining Business Development plans and develop new business through various routes to market
- Generate leads and subsequently nurture into opportunities
- Management of 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 and case study collateral
- Contributing towards bid/proposal writing and tender responses, dealing with suitable RFI requests as well as demos and pitching and collaboratively working with colleagues across the wider business, to prepare and help deliver high quality presentations to clients where relevant
- Support from a strategy/go-to-market perspective in developing innovative solutions to drive our profitability
- Work closely with the marketing team to define messaging and developing relevant sales collateral
- 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
- Recruiting, training and managing key hires, in line with overall plan and strategy
- Contribute to driving a culture of continuous improvement across the business, challenging existing practices and identifying areas of improvement to maximise efficiency
- Represent the organisation externally to promote the company and maintain positive relations with suppliers, customers and other stakeholders

SKILLS AND EXPERIENCE:

- Demonstrable experience implementing strategic business development planning delivering B2B sales
- Proven experience in senior commercial roles and track record of building and/or managing commercial teams
- 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
- 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

EQUALITY, DIVERSITY AND INCLUSIVITY:

At Pragmatiq, we aspire to have a workforce that is diverse and representative of all sections of society. We value different thoughts and perspectives, and believe that a diverse workforce enables growth and creates a sustainably inclusive workplace for all employees. If you would like to discuss any specifics of the role and how you might be suitably qualified, or to discuss flexibility or accessibility requirements, please contact careers@pragmatiq.co.uk.

WHAT WE CAN OFFER:

You will be part of a fast-paced Microsoft Solutions Partner at an exciting period in our growth. 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 medical insurance
- Employee Self-Improvement Scheme; £500 funding to access a range of opportunities that support personal, physical, and mental development
- Healthcare plan allowing you to claim money back on treatments across areas such as Dental, Optical and Physiotherapy
- Access to a mental health support service
- 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
- Enhanced Maternity, Paternity and Adoption Pay
- Up to £1,000 worth of training and certifications paid per year
- Dedicated weekly education hours
- Hybrid working environment
- Quarterly team social events
- 25 days of holiday, plus Bank Holidays
- Option to buy an extra 5 days leave, or claim 5 days back at the end of the year
- Birthday off work
- £200 to spend on home office equipment
- Competitive salaries
- Walking meetings
- Pension plan
- Based in bright, spacious offices in Central Milton Keynes, 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.