



Business Development Manager Role

Pre-sales Activities

Assisting with sales proposals, tender responses, demonstration of our software to prospective customers and discussions with them concerning the ways in which the packages can be used to meet their requirements.

Attendance at conferences and exhibitions.

Presentations at seminars and User Group meetings.

Account Development and Sales

Each User of Symology software/services is assigned a specific Account Manager. The role of that Account Manager is to establish and develop a relationship with the Customer organisation with the dual objectives of ensuring Symology provides the best possible level of service and identifying areas where mutual benefit can be gained by the Customer extending the use of Symology products and services.

This aspect of the role will predominantly relate to a specific region, but will occasionally encompass the whole of the UK and possibly overseas. It is the responsibility of the Business Development Manager to:

- liaise with Account Managers in the development of activities on existing customer sites, with the objective of extending the use of Symology software into further areas
- co-ordinate the sales activities of the Consultancy team in the allocated region, in order to optimise potential.

Marketing

Liaising with Marketing on the preparation of promotional material, case studies etc.

General Requirements

The successful candidate will have the ability, enthusiasm and commitment to extend their skills base throughout the above functions. A capability to work both individually and as part of a team is required. First class communication skills, written and oral, are essential. Above all, care and attention to detail and an aspiration for perfection are required.

Previous software applications experience of large-scale commercial systems is essential, whilst Local Government, Civil Engineering or construction experience would be advantageous.