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Business Development Manager

JOB DESCRIPTION

COMPANY	ROSCOM Ltd	LOCATION	Derby
REPORTING TO	Head of Commercial Operations	VERSION	1.4
JOB TITLE	Business Development Manager		

POSITION DESCRIPTION

Seeking out and developing global business opportunities, analysing account potential, negotiating and closing sales.

KEY RESPONSIBILITIES

1 - Overall

Assessment of opportunities and target markets

Initiation of sales by exploring opportunities, building relationships, qualifying potential & meeting relevant prospects

Development of sales process by making initial presentations, introducing the Roscom portfolio

Analysing customer reactions and relaying information to Roscom

Closing sales by overcoming objections and preparing contracts

Delivery of sales targets given the agreed operating budget.

2 - Customers

Generation of sales leads and creation of a sales pipeline, with conversion to order placement and follow up sales activities.

Setting up and executing meetings from C level to user level

Tailoring sales collateral for specific applications/opportunities

Leverage of existing accounts, including annuity revenues

Use of appropriate business control documentation e.g. NDAs

Development of formal proposals and presentations

Maintenance of a detailed profile of each customer to be stored on the company CRM & provision of business meeting minutes

3 - Leadership & Teamwork

Management of specific activities and projects, making sure key milestones are met in accordance with the sales process outlined in Qmap and chairing relevant meetings such as contract reviews

Working with other areas of the business to effectively plan for resource management, assessing the impact on other functions when making business critical decisions

Use of the Roscom business admin function for all travel requirements

Management feedback on a day to day basis

Compliance with all relevant company policies including expenses and travel policies

4 - Innovation

Establishment and maintenance of account up-sell plans (account planning & performance monitoring)

Establishing, working with and controlling local partners if necessary

To prospect for new business within agreed territory to provide a sustainable pipeline as per agreed targets

5 - Communication

Public speaking at regional industry conferences

Ability to interpret and present complex information to stakeholders

Strong negotiation skills and ability to close transactions

6 - Organisation

Highly organised individual with ability to deliver visit reports including content within 24hrs of return from visit.

Provide detailed timely information on the 4 'P's:

- Prospect
- Proposals
- Pipeline
- Project

Ability to report in detail client position on budgeted project, purposing progression and purchase order placing in line with contractual terms and conditions of sale.

Ability to interpret

PRE-REQUISITE SKILLS

- Prospecting skills, intelligence gathering on customers, prospects and competitors
- Customer focus
- Commercial understanding
- Motivation and self-driven
- Significant and proven team working skills
- Ability to travel extensively
- Ability to communicate at C suite level
- Excellent attention to detail
- Approachable & reliable with excellent communication skills

IDEAL CANDIDATE

- Sound knowledge of the telecoms industry and Revenue Assurance field
- Previous business development work experience within the telecoms RA space and track record

of delivering against business development targets.

- Proven ability to support a technical sales process from initial contact through to contract scope negotiation and final signature
- Significant and proven experience in completing RF(X) frameworks
- Significant and proven experience in building long term business relationships
- Experience in commercial project management

There will be times when you may be required to undertake additional tasks, duties and responsibilities within your capabilities. The company reserves the right to vary your tasks, duties and responsibilities at time and from time to time according to business needs.