



Job Title:	Business Development Executive
Reports to:	Head of Sales
Department:	Commercial
Location:	Hull City Centre
Main function of job A confident and ambitious Business Development Executive to focus on attaining and exceeding sales volume objectives with new business within specific territories. The primary focus is to identify, contact and close sales opportunities with SmarterPay on-premise software and the new SmarterPay Cloud product. To drive revenue and identify cross-selling opportunities for other products and services.	

Introduction

SmarterPay is part of the Data Interchange plc Group. SmarterPay is a key supplier for Bacs approved software and is a key player in the marketplace.

In May 2018, SmarterPay Limited purchased Income Systems, inheriting the Income Systems development staff. SmarterPay Ltd now provide Direct Debit, Card payment and ecommerce applications and services specifically for salesforce.com. Now growing quickly with 30% year on year growth and with ambitions forecasts SmarterPay needs to employ a business development executive to drive new business. Primarily selling the on-premise software and new cloud-based direct debit management solution and card payment services.

Statement from our CTO.

“Whilst our competitors just wanted to sell their software licenses, SmarterPay will also provide the specialist and bespoke developer resources to integrate our payment applications to fit seamlessly into our client’s business environment, developing many membership, donation, subscription, invoice, order, event registration and hotel reservations/bookings, supporting deferred payment options. For ecommerce web site integration, we also interface Amazon, Paypal and ApplePay, these make for a faster web site checkout. To complete the finance services, we also developed interfaces in Sun Systems, SAP1, Xero and most versions of Sage.”

Additional Information

More information can be found at www.Smarterpay.com . Successful applicants selected for interview will need to be able to present in just 20 minutes how they would approach the role relating to their previous experience and/or training.

Closing dates for applications 19th October. First Interviews late October.

Applications with covering letter and CV and salary expectations to recruitment@smarterpay.com quoting job title.

Duties/responsibilities

You will be responsible for:

- managing assigned steps in the sales process
- identifying and assessing potential sales opportunities
- identifying retention and penetration opportunities in existing accounts
- driving revenue and cross selling opportunities
- leveraging Outside Sales at the appropriate stages of the sales process
- customers and prospects within an assigned territory
- depth of product knowledge as to product capabilities and applications
- assist in developing a marketing strategy for territory

Qualifications & Experience required

High educational standard – desirable to have at least 2 years' sales experience in payment solutions and/or SAAS environment. Would suit graduate in business or computer science.

Knowledge & experience with CRM systems including Salesforce.

Good knowledge of MS Office including outlook.

Experience with Pandadoc would be welcomed however not essential as training will be given.

Key Skills

Ability to match product and service solutions to customers' needs

Ability to effectively identify buyers and influences

Ability to develop and manage relationships with prospects, customers and colleagues

Effective negotiation skills and commercial acumen

Ability to communicate well in speech and writing, particularly translating business requirements into technical functional requirements

Ability to logically analyse and resolve problems

Technology literate and willing to develop IT technical knowledge

Developing territory plan and strategy to achieve financial goals

Specialist training required

SmarterPay product range to develop a high level of proficiency.

SmarterPay sales methodologies and CRM tools

Any other relevant comments

Potential for transition into more senior field-based sales role

Organised, methodical with attention to detail

Strong interpersonal skills, ability to communicate effectively externally (Clients, Partners) and internally with range of Directors and staff across SmarterPay

Highly motivated and motivated to learn new skills

Excellent presentation skills

Adept with Excel, Word, PowerPoint

Ability to work under pressure

Clean driving license

Focus on personal responsibility / accountability

Sociable, team focused with the ability to work alone as well as in a team

Person Specification Form

Job Title:	Business Development Executive		
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	Attributes	Essential	Desirable
Qualifications:			
Good standard of education – A Levels (or equivalent	X		
GCSE English & Maths	X		
Formal Sales training			X
Knowledge:			
Exposure to B2B industry			X
Experience with SAAS products			X
Strong technical skills on applications, networks and hardware and communications protocols			X
Experience:			
Knowledge of SmarterPay & their capabilities			X
Familiarity with working with a range of clients			X
Familiarity with consulting discipline			X
Skills and abilities:			
Project management skills			X
Strong written and oral communication skills	X		
Good networker	X		
Excellent computer skills	X		
Self-managed, self-motivated and proactive	X		
Good analytical and problem-solving skills	X		
Good interpersonal skills	X		
Second European language			X
Circumstances			
Based in Hull office.	X		
Travel to client sites UK and overseas.	X		
Terms and Conditions of Employment			
Duration of Employment	Permanent		
Starting Date:	Nov/Dec-18		
Salary:	£24,000 to £30,000 Basic Additional commissioned remuneration scheme after 3 months		