

BUSINESS DEVELOPMENT MANAGER

ABOUT US

360 Dotnet created the software, 360 Lifecycle, for mortgage and insurance advisers. Whether it is arranging a mortgage or protecting clients against the unknown; we help businesses and clients succeed. We enable businesses to make a positive social impact, helping families to buy their homes and plan their financial future. Our customers choose us for our proven technology solutions, our expertise and our exceptional service.

Our software is trusted by some of the UK's best regarded financial advice brands. We have grown to become a major player in the mortgage intermediary software market; 20% of mortgage brokers rely on our software, our clients include leading names in UK financial advice, such as Alexander Hall and Quilter. Due to expansion, we are looking for an ambitious and motivated individual to join the Sales Team.

RESPONSIBILITIES & DUTIES

- To ensure that the service provided to the end users of the systems is of the quality expected
- Establish and develop relationships with new prospects to book in demonstrations
- Prospect for new clients by networking, cold calling, and following up on internally generated leads
- Plan and organise personal sales strategy by maximising the Return On Time & Investment for the territory/segment
- Be an ambassador for 360 Dotnet ensuring that we continue to be seen in a positive light within our ever-expanding marketplace
- Provide regular updates to your line manager on project progress
- Produce documentation to the highest standards for external and internal clients
- To keep up to date with functional knowledge of 360 Dotnet Products
- Assist with on boarding & implementation of new clients
- To prioritise own workload, multi-task and manage own time effectively.
- To fully understand the needs of the end users and come up with solutions to their needs.
- To be able to work in an ever changing, fast paced environment, and adapt to this quickly and efficiently.
- Carry out any other duties appropriate to the role.
- Desire to learn and develop
- Work closely with Account Management and Marketing to increase pipeline
- Attend industry events to represent 360 Dotnet when required

KPI'S & MEASURES

- New business targets
- Pipeline reports
- Input to sales strategy to increase leads through to deal completions

SKILLS & EXPERIENCE

- 2+ years experience of working with SaaS products
- 3+ years experience in sales
- Ability to handle deal sizes up to £100,000 per annum SaaS revenue
- Show examples of upselling to other services
- Understanding of the financial services industry
- Strong written and verbal communication skills
- Business development, prospecting and presentational skills
- Team player, who upholds professional integrity at all times.
- Technical understanding
- Organizational and planning skills
- Able to work under pressure
- Self-motivated and pro-active
- Open to travel around the UK
- Self starter to build sales pipeline and create relationships

BENEFITS & OTHER INFORMATION

- Competitive salary and bonuses
- 25 days holiday plus bank holidays
- Hybrid working between home and our Leicester office
- Hours of work 9-5.30, Monday to Friday
- You will be reporting to the Business Development Director
- Healthcare
- Pension scheme
- Access to Perkbox discounts to help employees live and work better
- Be part of an ambitious and expanding business who are looking at new markets
- You would work for an award winning company. We won Best Mortgage Technology Provider in 2021 at the Mortgage Awards and we won Best Technology Provider at the Financial Reporter Awards in 2018 and 2020.
- 6,000 users of our CRM within financial advice industry

Please email your CV to David.smith@360lifecycle.co.uk