

## **Position: Business Development Executive (Software and System Sales), Competitive Benefit Package**

CMS is a unique cash management consultancy company which specialises in realising 7 figures cost savings for our clients. We are the market leader in cash management solutions and have clients such as Sainsbury's, Travelex Limited, Exxon, BP and Primark. A unique opportunity has now arisen for a Business Development Executive to join the company and develop our services worldwide.

This is a really exciting opportunity for someone who is tenacious and willing to play a key role in driving the business forward for success, selling unique cash management solutions to Financial Institutions. Not only does this position offer the chance to work with an exciting range of clients, but it also offers generous commission.

### **Responsibilities and Duties**

In this field based role you will be responsible for creating new business by identifying prospects and selling CMS' bespoke cash management solutions. Responsibilities include:

- Developing and maintain in-depth knowledge of CMS's services, capabilities and other offerings from a business development point of view.
- Devising a growth strategy and then generate new business accordingly.
- Identifying, defining and coordinating the sale of projects that contribute to agreed growth.
- Responsible for complete sales cycle from cold calling and marketing to final agreements.
- Responsible for the implementation of PR and marketing to potential clients.
- Providing customer feedback to CMS software development and management teams, gained from customers and the wider market.

### **Person Specification**

#### **Essential**

- At least 5 years business development or sales experience in a software or software services company.
- Existing contact list for CMS's target markets.
- Ability to identify sales prospects and obtain sales meetings at relevant level.
- Ability to present sales and marketing message with clarity and gravitas.
- Ability to work to a high standard of accuracy with attention to detail and excellent follow-up skills.
- Successful track record of managing multiple projects in dynamic environments and seeing those projects through to completion.

#### **Desirable**

- Academic qualifications in business management, computing or logic.
- Software or Engineering degree, followed by academic qualifications or industry accreditations in sales and marketing.
- Exposure to sales in Financial Institutions.
- A background knowledge of stock management, logistics and operational processes.

### **Package**

- Salary £25,000 to £30,000 depending on experience

- OTE £80,000
- Commission 25% of first year sales
- Car allowance
- BUPA Healthcare, Death in Service and Pension contribution subject to completion of satisfactory probationary period

For more information see [www.cashmanagement.co.uk](http://www.cashmanagement.co.uk) or contact Andrea Donafee or Ian Johnson on 01925-412-900.