

Job Description: Business Development Manager

Location: UK Nationwide with some international travel

Description of Company

Thoughtonomy is an exciting start-up technology business operating in what is undeniably one of the most impactful markets of current times, that of automation through software robotics.

According to the 2016 World Economic Forum in Davos, the world is on the verge of a fourth industrial revolution – the age of robotics and artificial intelligence. As the WEF put it; *“We stand on the brink of a technological revolution that will fundamentally alter the way we live, work, and relate to one another”*.

Thoughtonomy are a London based business who are at the forefront of bringing this revolution to reality, helping organisations across the globe deploy their technology to support new ways of providing business services. Working with some of the largest end users, service providers and outsourcers in the market, they are helping organisations to realise business efficiency through the deployment of a cloud based automation platform known as the Virtual Workforce.

Due to rapid expansion they are seeking applications from energetic, enthusiastic and motivated Business Development Managers to join our team and be part of driving our growth. Candidates are assured a dynamic and vibrant workplace, a receptive marketplace, a differentiated solution, and a world of possibilities for the future.

Description of Role

We are currently seeking extraordinary new business sales individuals looking for an opportunity to develop their career and join one of the UK's most exciting early-stage software companies, operating in one of the highest growth markets in IT today (analysts project market growth of 60% CAGR over the next 5 years.)

To be successful in this role, you must be a tenacious new business hunter with a proven capability to win new logos for your employers and be comfortable engaging with C level contacts in large enterprise companies.

The role will require the candidate to effectively articulate a compelling value proposition, create need and manage a complex opportunity sales cycle.

This role will provide the successful applicant with a platform to develop a hugely rewarding career. As one of the early members of the Thoughtonomy sales team, both earning and career development are unlimited for the right individual.

The role will be based at our HQ location in London. Limited travel may be required

Core Duties and Responsibilities

Responsibilities will include:

- Attending new client meetings
- Presenting the Thoughtonomy proposition
- Qualification of sales opportunities
- Management of the end to end sales cycle
- Attendance at sales and marketing events
- Creating territory development plans
- Target market definition & research
- Client & prospect profiling and lead generation
- Managing customer relationship management (CRM) account and lead data
- Contribution to proposition development
- Closure of new licence revenue