

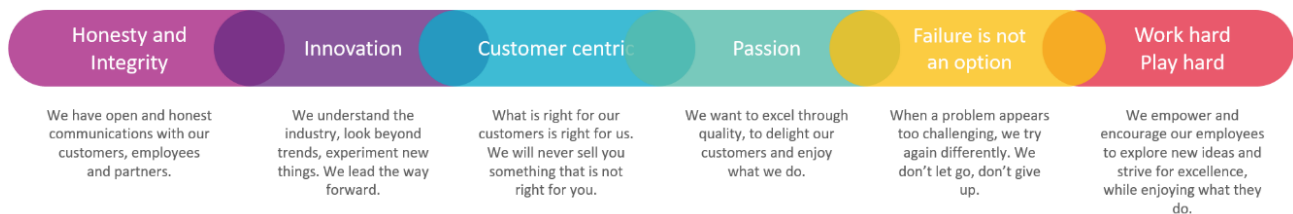


# Business Development Manager – New Business

## About Us

Aura is a Leading Global Managed Services company based out of London. We are proudly partnered with some very prestigious global organizations who are going through a significant level of growth, following high levels of investment. As an organization that specialises in business transformation, technology and customer success is at our core and plays a central part in delivering excellent levels of customer service. With this comes investment into Technology, and an environment where you will have a strong level of autonomy, and the freedom to drive change, with backing from senior leadership.

The culture is fantastic, and certainly the right environment to build a career, with industry-leading benefits, and a modern outlook to the work-life harmony of staff.



## Who are we looking for?

You will be an experienced and proactive Sales individual, a self-starter with the ability to work both on your own and as part of a team. Excellent interpersonal skills and proven sales ability are required. Candidates should have previous new business sales experience in a B2B sales role. Our ideal candidate is an experienced professional with knowledge of sales best practices.

## Job Description

You will be one of the primary interfaces between our customers and the rest of the business. As a key advocate for Aura's products and services, you will be responsible for ensuring and maintaining a high level of customer satisfaction and growing profitable revenue by winning new clients and ensuring current accounts take our full portfolio of products and services. Ultimately, your responsibility will be to proactively drive greater sales from our main Lines of Business: both channel and direct end users.

## Job responsibilities

- Generating new business customers for Aura
- Proactive development of new productive customer relationships
- Working with the pre-sales teams to ensure technical validation on opportunities
- Planning and reporting personal activity against targets using Microsoft Dynamics Sales Professional
- Generating new business opportunities and selling products and services across the portfolio
- Generating new sales leads through own sourcing and selling initiatives
- Leveraging leads delivered by marketing and other channels such as events
- Qualifying sales leads by need, budget, timeframe, authority and process
- Building and maintaining a healthy pipeline of new logo prospects
- Develop monthly/quarterly/annual regional sales plans in support of organization strategy and objectives, but aligned to your local market
- Ensure communications are coordinated, supports sales plan objectives, and meets organizational expenditure requirements, in conjunction with marketing



- Recommend sales strategies for improvement based on market research and competitor analyses
- Determining requirements through discussions, presentations and demonstrations
- Constructing and delivering compelling proposals, negotiating and closing sales

### Systems & Tools

- Microsoft Dynamic Sales Professional
- Zoominfo
- LinkedIn/LinkedIn Sales Navigator

### Qualifications & Skills

- Excellent sales skills developed through at least three years' direct sales experience, ideally in a service business and preferably with an equivalent industry player
- At least five years' experience of the telecommunications marketplace with an appreciation of technology
- Impartiality, fairness, and the ability to respect confidences
- Excellent skills in presenting, negotiating, and closing sales opportunities
- Verbal, written and interpersonal skills necessary to explain complex solutions in simple terms
- Affinity for new and disruptive technologies
- High motivation and the will to succeed
- Used to working at all levels of seniority and ability to sell to and negotiate with CXX levels
- Experience in selling complex systems integration solutions as well as managed solutions
- Strong background in account planning, proposal creation and delivery, combined with proactive customer management skills
- Proven track record of overachieving targets and meeting KPI's

### Reporting to – Head of Sales

**Location:** US Remote/UK – Office Based

### Package:

- Competitive Salary and OTE
- 20/25 days Paid Time Off + Sick Leave
- Company Pension Scheme/401k
- Company Health & Life Insurance
- Plus access to other industry leading benefits

### How to apply:

Email your CV to: [jointheteam@weareaura.com](mailto:jointheteam@weareaura.com)

Subject line: Job opening and your full name

Not the job for you? Share it with a friend that you know will be perfect for this role!