

## Role: Business Development Associate Manager

Reports to	Head of Sales
Department	Sales
Location / Travel	London
Salary	Expense based + Lucrative commission
Last day of the application	24-Jun-2022 18:00

### Job Overview

As a Business Development Associate Manager, you will lead and support Simplified Loader Operations to grow revenue generation across our Resource Augmentation and Managed Services solutions across Banking and Financial Services.

### Principal Accountabilities

- ✓ Market research – to help identify industry challenges and client demand. Generate Leads using LinkedIn
- ✓ Build, own and maintain account matrixes of target clients to map potential users of resource augmentation / managed services
- ✓ Building trusted relationships with client stakeholders by proactively meeting potential buyers and client stakeholders to raise Simplified Loader's profile to obtain and qualify new opportunities
- ✓ Creating proposals and leading opportunities
- ✓ Support in oversight and delivery of client engagements

### Qualifications

We are looking for the following skills:

- ✓ Excellent communication skills, both written and verbal
- ✓ Proven skills in building trusted relationships with clients
- ✓ Experience in selling software. Previous experience gained within an outbound sales role, with sales, opportunity qualification and closing skills
- ✓ Self-starter with a proactive and entrepreneurial mindset
- ✓ Willingness to learn and can adapt to new ways of working effectively
- ✓ Excel, PowerPoint and other Microsoft apps proficiency

## About Simplified Loader

Simplified Loader is a leading global software development company, providing applications that interact with leading ERP systems. With our thought leadership and culture of innovation, we apply industry expertise, diverse skill sets and next-generation technology to each business challenge.

Simplified Loader is an equal opportunities employer and welcomes applications from all sections of society and does not discriminate on the grounds of race, religion or belief, ethnic or national origin, disability, age, citizenship, marital, domestic or civil partnership status, sexual orientation, or gender identity, or any other basis as protected by applicable law.

## Working for us

You'll learn, grow and advance in an innovative culture that thrives on shared success and diverse ways of thinking and enables boundaryless opportunities that can drive your career in new and exciting ways.

If you're looking for a challenging career working in a vibrant environment with access to training and a global network of experts, this could be your role. As part of our team, you'll be working with cutting-edge technologies and will have the opportunity to develop a wide range of new skills on the job.

## Benefits

At Simplified Loader, in addition to a competitive basic salary, you will also have an extensive benefits package which includes 30 days' vacation per year and three extra days' leave per year for charitable work of your choice!

Flexibility and mobility are required to deliver this role as there will be requirements to spend time onsite with our clients and partners to provide world-class services.

## How to apply

Email your CV to [Careers@SimplifiedLoader.com](mailto:Careers@SimplifiedLoader.com). Please include details of why we should hire you for this role. We will contact the shortlisted candidates within two days after the application's close date.