

Business Development Manager - Enterprise

Position Overview

The Enterprise Sales Manager role is a B2B role selling products and services to large businesses and enterprises. They seek new clients, understanding customer needs and making effective sales pitches.

Responsibilities:

- Responsible for supporting the company in the overall development of the Sales function by promoting core and value-added services through opportunity-based sales.
- Achieve business targets through excellent telephone sales and communication skills.
- Creation of sales leads, initiation of prospect calls and establishment of ongoing rapport with existing and potential customers.
- Identification of new business opportunities through cold calling prospects generated by internal or external sources.
- Identify decision makers within targeted leads to begin sales process.
- Create and deliver qualified opportunities to the Sales Team and/or relevant department.
- Maintain and expand the company's database of prospects.
- Collaborate with the Sales Team and relevant department to determine necessary strategic sales approaches / campaigns.
- Make regular follow up calls to existing customers and develop the business through up selling and cross selling.
- Penetrate all targeted accounts and increase sales from within existing client base.
- Where necessary, support marketing efforts such as exhibitions, events Business Management.
- Provide market and competitor activity feedback.
- Identify & maintain standards of departmental training.
- To carry any duties that have been assigned by the company or management.
- To use customer relationship management (CRM i.e Zoho), as project management, monitoring applications tools, provided by company to ensure latest information/ details is up to date.

Qualifications:

- Education: Minimum Bachelor in Computer Science, Cybersecurity or related subjects
- Experienced in selling cybersecurity solutions in B2B or enterprise sales
- Minimum 3 years experience

Additional Information:

- Office Hours: Monday - Friday, 9am - 6pm
- Smart Casual Fridays
- Salary is negotiable depending on experience
- Welfare
- Social Security
- Health insurance
- Incentive
- Bonus
- Holidays