

Business Development Manager

Description

The Company Serving the People Who Serve the People Granicus is driven by the excitement of building, implementing, and maintaining technology that is transforming the Govtech industry by bringing governments and their constituents together. We are on a mission to support our customers by meeting the needs of their communities and implementing our technology in ways that are equitable and inclusive. Granicus has consistently appeared on the GovTech 100 list over the past 5 years and has been recognized as the best companies to work on BuiltIn. Over the last 25 years, we have served 5,500 federal, state, and local government agencies and more than 300 million citizen subscribers powering an unmatched Subscriber Network that uses our digital solutions to make the world a better place. With comprehensive cloud-based solutions for communications, government website design, meeting and agenda management software, records management, and digital services, Granicus empowers stronger relationships between government and residents across the U.S., U.K., Australia, New Zealand, and Canada. By simplifying interactions with residents, while disseminating critical information, Granicus brings governments closer to the people they serveâ??driving meaningful change for communities around the globe. Want to know more? See more of what we do here. The Business Development Manager (BDM) represents Granicus in the UK public sector marketplace with responsibility for client acquisition and revenue growth. This position reports directly to the VP of UK Sales and provides tremendous growth opportunity. Strong candidates will be focused on professional development and motivated to excel. Working with multiple accounts simultaneously, the BDM has exceptional consultative selling skills, enjoys problem solving and is able to translate the capabilities of multiple technology platforms into specific benefits for a given public sector organisation. The BDM has expertise selling software and related services to transformation, customer service, engagement, communication, public affairs and technology leadership within the UK public sector and brings a detail-oriented approach to the job and drives the entire sales process from lead generation to procurement working closely with colleagues in other functional groups. The Granicus sales team is a dynamic, results driven group charged with driving new revenue in a young and energised cloud vertical. Ours is a team that values individual initiative as well as teamwork. What we do makes a difference. Our products and services improve the efficiency of government and the quality of people's lives. Join us to make a difference for the company and, most importantly, for our customers. What your impact will look like here: Generate, develop and close sales opportunities within public sector organisations within the assigned territory. Understand complex customer requirements for CRM, self-service, digital transformation, consultation, engagement and communications within the public sector. Develop and independently deliver custom presentations on Granicus solutions to revolutionise the prospect's interaction and engagement with the public. Develop effective strategies for winning in a competitive environment. Manage internal resources, including sales support, marketing, and solution architects/consultants to present a compelling case to prospects. Respond to RFPs, PQQs and Tenders. Lead the completion of bid documentation to win new contracts. Meet and exceed quarterly and annual sales targets. Manage all aspects of sales in your territory including; prospecting, activity tracking, opportunity management, revenue forecasting, contract management, and closing deals. Pursue leads generated by yourself and our inbound and outbound marketing efforts. Support the management team in developing sales strategies. Document all conversations, activities, and emails in our Salesforce CRM. Write and present quarterly business reviews to Sales Management, Senior Management. You will love this job if you are: 3+ years of field sales experience in CRM, Self-Service,

Hiring organization

Granicus

Job Location

United Kingdom (Remote)

Base Salary

\$ 65000 - \$ 110000

Date posted

May 22, 2024

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Transformation, CMS, Digital Communications or Consultation/Engagement solutions. Proven track record of regularly achieving or exceeding Sales targets, and ability to evidence how your personal approach to planning, forecasting and delivery has led to this success. Understanding of UK government or public sector Confident, competitive, thorough, flexible, and tenacious. Proven to be capable of managing multiple active opportunities and meeting sales objectives. Capable of selling Â£200K+ deals as part of a diverse sales pipeline. Goal-oriented and self-motivated. Successful working independently as well as in a collaborative team. Excited about managing multiple simultaneous priorities in a fast-paced environment. Independently accountable for commitments and delivering the best performance by intelligent prioritisation. Proven in your ability and passion for prospecting – frequently breaking into new accounts. Passionate for Public Sector success. Client focused – the desire and ability to understand what drives a client's needs. Exceptional communication and presentation skills, both written and oral. Significant accomplishments selling enterprise software, CRM, SaaS, Marketing/Communications, CMS or Engagement/Consultation Technology. Success selling to Central and/or Local Government entities. Impressive track record of C-Level sales activity. Deep knowledge of public sector procurement. Familiarity with public sector Digital Communication and Citizen Engagement. Understanding of Digital Transformation strategies and supporting technologies including Customer Relationship Management (CRM). Examples of likely performance metrics: Ability to clearly and concisely articulate the Granicus mission and how our solutions deliver it. Project a positive image of oneself and Granicus to others, at all times. Ensure effective self-management and organisation. Ensure and maintain a strong internal and external customer service focus. Maintain effective communication with colleagues and the teams. Operate within the Granicus' policies, procedures and systems. n. Security and Privacy Requirements. Responsible for Granicus information security by appropriately preserving the Confidentiality, Integrity, and Availability (CIA) of Granicus information assets in accordance with the company's information security program. Responsible for ensuring the data privacy of our employees and customers, their data, as well as taking all required privacy training in a timely manner, in accordance with company policies. Don't have all the skills/experience mentioned above? At Granicus, we are trying to build diverse, inclusive teams. We do not have degree requirements for most of our roles. If you don't meet every requirement above but are excited to learn more, we encourage you to apply. We might just be able to find another role that could be a perfect fit! The Team- We are a remote-first company with a globally distributed workforce across the United States, Canada, United Kingdom, India, Armenia, Australia, and New Zealand. The Culture- At Granicus, we are building a transparent, inclusive, and safe space for everyone who wants to be a part of our journey. - A few culture highlights include: Employee Resource Groups to encourage diverse voices- Coffee with Mark sessions. Our employees get to interact with our CEO on very important and sometimes difficult issues ranging from mental health to work-life balance and current affairs. - Microsoft Teams communities focused on wellness, art, furbabies, family, parenting, and more. - We bring in special guests from time to time to discuss issues that impact our employee population. The Impact- We are proud to serve dynamic organizations around the globe that use our digital solutions to make the world a better place. quite literally. We have so many powerful success stories that illustrate how our solutions are impacting the world. See more of our impact here. Granicus is committed to providing equal employment opportunities. All qualified applicants and employees will be considered for employment and advancement without regard to race, color, religion, creed, national origin, ancestry, sex, gender, gender identity, gender expression, physical or mental disability, age, genetic information, sexual or affectional orientation, marital status, status regarding public assistance, familial status, military or veteran status or any other status protected by applicable

law. Please mention the word ****EARNESTLY**** and tag RNTQuMTYyLjIwOC4yMzc= when applying to show you read the job post completely (#RNTQuMTYyLjIwOC4yMzc=). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via [RemoteOK.com](https://www.RemoteOK.com)