

Position: NetSuite New Business Development Manager

Job Description: Our company is a 5 Star NetSuite UK Solution Provider with over 15 years' experience of selling, supporting and consulting on NetSuite's ERP cloud business management suite in the UK and South Africa. We are experiencing rapid growth and are seeking an experienced, self-motivated new business sales professional who will be responsible for identifying, qualifying and selling NetSuite's business management suite to growing and mid-size prospects. You will be expected to manage and prioritise sales activities through prospecting, lead qualification, resource allocation, account strategy development, and planning. Additionally, you will be expected to participate in the development and presentation of a complete value proposition via the telephone, Internet, and onsite customer meetings.

Responsibilities will include the following:

- Identify, propose, negotiate, and close opportunities in the growing and mid-market sectors
- Maintain an active pipeline of forecasted sales to meet monthly quota objectives
- Qualify new opportunities in terms of size and expected close date, and articulate the probability of closure
- Understand opportunity requirements and their broad fit with NetSuite's capabilities
- Work with our pre-sales team to prepare and deliver custom demonstrations via web and onsite meetings
- Maintain a broad knowledge of the NetSuite product suite and understand its capabilities versus the strengths/weaknesses of competitive products
- Maintain a broad knowledge of the primary industry sectors BlueBridge One services and understand our competitive advantages in those sectors.
- Maintain an up to date record of all sales activity within our CRM system

The ideal candidate will be a self-confident, results-oriented individual who is willing to persevere and demonstrate a sense of urgency in progressing opportunities. You will need to demonstrate good written and verbal communication skills. Working in a small company setting means that you will need to be a resourceful self-starter able to work in a team environment. You will need proven experience driving the entire sales cycle, including: lead qualification, requirements discovery, demo planning, preparation of proposal and final negotiations. During the sales cycle you will be expected to work alongside product specialists and product vendor personnel. You should have a proven record of exceeding monthly and annual quotas. Previous application experience in one or more of the following or similar products is a plus: SAP, Epicor, Great Plains, AccPac, Sage, Navision, Dynamics or Pegasus

There will be a requirement to travel nationally but a reasonable proportion of work will be performed remotely either from either our office or your home office.

Location: Midlands/London/South East

Job Type: Permanent

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