

## **Business Development Manager**

**Strictly no agencies, thanks.**

### **Salary**

£20,000 - £25,000 + OTE

### **Closing date for applications**

Sunday 25th June

### **The Role**

Tonic Works are a niche SaaS (Software as a Service) development company, providing market leading software to professional service companies, including law firms. Our award winning platform QuoteXpress is used by a wide range of legal services providers for the management of conveyancing cases.

We are looking for a business development manager to join our growing team, who will be responsible for coordinating marketing activities to promote our QuoteXpress platform, alongside complimentary services that our sister company Leads for Lawyers provides.

### **Remote Working**

Whilst our offices are based in Sheffield, we anticipate that the successful candidate will be out of the office meeting with clients most of the time. As such we will consider candidates that are located elsewhere in the country wishing to base themselves at home, and are happy to travel to our offices when required for face to face meetings.

### **Responsibilities**

- Contact law firms and introduce them to our services
- Handle inbound sales enquiries
- Plan and execute multi-stream marketing strategy (such as Twitter, LinkedIn and targeted media coverage)
- Create and send custom proposals to prospective customers
- Conduct remote and on-site software demonstrations
- Manage all prospective customer relationships through our CRM system
- Report weekly activity summary to the board of directors

### **Requirements**

- At least two years recent and relevant business development experience, or a university graduate who can demonstrate business development experience (for example through work placements, internships or summer work).
- Own car, full UK driving license and willingness to travel nationally.

### **Key Skills**

- Personable, hard working, self-starter with a can-do attitude
- Ability to form excellent relationships
- Great negotiating skills



- Exceptional verbal and written communication skills
- Confidence working on own initiative
- Excellent organisational and time management skills
- Competent using online software platforms
- Ability to achieve targets

### **Desirable**

- Previous experience selling SaaS products
- Previous experience within the property and/or conveyancing sector

### **How to Apply**

To apply, please send a copy of your CV along with a covering email to [hello@tonic.works](mailto:hello@tonic.works).

