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- JOB TITLE:** Business Development Manager – FMS / ERP Solutions
- TERRITORY:** Northern England – Manchester (Must be based in the area)
- WORK LOCATION:** Manchester Office
- TRAVEL:** All over Northern England and regular visits to London HQ

### Job Objective

To exploit Greater Manchester & Northern England territory for Sapphire Systems, including networking with local businesses, institutions and recommenders to build a pipeline of opportunities which will allow achievement of monthly, quarterly and annual financial targets by selling SAP Business One & Infor SunSystems software and services to new business prospects.

### Responsibilities

- Deliver profitable sales on a regular basis.
- Develop incoming leads into business opportunities.
- Conduct requirements meetings
- Demonstrate and present solution propositions to prospects and decision-making teams.
- Map solution capabilities to business requirements through a professional and ethical business approach
- Providing quotes, completing RFI/ITT and co-ordinate bids
- Provide first-rate account management and development of key accounts
- Develop and maintain a high level of understanding of Sapphire's proposition and be able to present these in context to the client's requirement
- Develop and maintain a high level of understanding of key vertical markets as agreed with the Sales Director
- Sell the complete range of SAP Business One & Infor products and add on products
- Engage constructively with the marketing department to develop campaign plans to generate new business opportunities
- Keep our CRM system up to date with all details of prospects, customers, contacts, sales activity and customer feedback
- Keep our diary system up to date with all activities in or out of the office
- Produce realistic/accurate sales forecasts
- Follow up all sales opportunities within the agreed target times and update the CRM system in a timely manner accordingly
- Attend marketing events such as seminars, exhibitions, user meetings etc to help look after attendees or help with on stand activities
- Attend and contribute constructively to sales meetings
- Engage with clients to ensure Contract renewals
- Produce high quality, technically and commercially sound quotations / proposals, adhering to company procedures and standards
- Manage the sales process from initial opportunity through to the securing of the client purchase order, and monitor the implementation to ensure successful service delivery
- As reasonably requested by the project manager engage with the client during the implementation to ensure that sufficient services are sold.
- As reasonably requested by the support manager engage with the client to assist in any problem resolution.
- At all times respond to a client's requests in a courteous and timely manner
- To carry out additional duties as may occur from time to time as instructed and agreed by the Sales Director
- Represent Sapphire in a professional and positive manner at all times

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- Bring to the attention of the Sales Director any suggestions, ideas or information that will improve Sapphire's performance and / or benefit its clients.

## Key Personal Attributes

- Desire to succeed and win
- Proven track record in sales as evidenced by P60
- Articulate in speech and conversation
- Persuasive, persistent yet friendly and personable
- Dynamic, confident self-starter
- Desire to be part of a winning team

## Essential Experience

- Previous experience in selling mid-range ERP / FMS solutions such as Microsoft Dynamics, Agresso, Access, Sage, etc
- Ability to articulate and demonstrate the benefit of the SAP Business One and Infor SunSystems solutions
- Creative marketing, the ability to work with the Sapphire marketing team to develop campaigns and initiatives to attract opportunities
- Strong understanding of financial and business management solutions
- Demonstrable in-depth understanding of sales processes and selling/support strategies

## Package

- Target £450k Gross Margin
- OTE £100k
- Contributory pension (after 1 year service)
- Subsidised health insurance and gym membership (after 1 year service)

## About Sapphire ([www.sapphiresystems.com](http://www.sapphiresystems.com))

- Global number 1 partner for Infor SunSystems
- Largest SAP Business One partner in UK & I
- 600+ clients
- Provider of financial and business management solutions since 1993
- £14.5m turnover, employs 100 staff
- Offices London HQ, Manchester, Birmingham, Edinburgh, Los Angeles, New York & Mumbai