

Job Description

Job Title:	Business Development Manager	
Department:	Sales	
Location:	Kingston	
Country:	United Kingdom	
Level:	Individual Contributor	
Reports To:	Ellie Surey	
Role Type:	Permanent Full-Time	
Contracted Hours/Days:	37.5	Updated 17 th March 2021

About Us

Reveal specialises in Body Worn Camera systems that capture evidence from a first-person perspective. This equipment has a proven and major impact on crime reduction, abuse against the wearer and the associated cost reductions.

We have become the most successful European company in this rapidly expanding market and have sold our equipment to the majority of Police Forces in the UK as well as many local authorities and private organisations. Reveal has also sold into over 40 countries and is rapidly expanding its international activities.

It's an exciting time to work for Reveal as we continue to lead the world in the development and application of Body Worn Video Technology.

Purpose of the Role

You will be the business development lead for the retail industry, an industry which is at the early phase of adoption and interest is high. To secure interest and close the key retail brands and further advance our market leader position. We are looking for someone who is hungry for success to take on this pivotal role.

Responsibilities

Business Development

- Dealing with all new and following up on existing leads
- Self generate leads through research and networking
- Sell concept and solution into customer

- Act as a trusted advisor
- Ensure pilots are successful and result in a purchase
- Achieve new business sales targets as defined by Executive team

Sales reporting

- Maintain Salesforce.com lead and opportunities to ensure forecast is accurate and representative of current position
- Produce monthly reporting data
- Attend bi monthly pipeline reviews

Industry Sector Management

- Become an industry specialist
- Communicate industry sector needs for technology/and or services within the business as they are identified
- Assist the marketing team with intelligence to support their marketing strategy
- Attend trade shows as required

Qualifications, Skills and Experience

Essential

4-5 years in a new business sales role

Goal focused and target driven

Proven experience of building relationships at all levels

Excellent verbal and written communication skills

Able to deliver effective customer presentations

IT fluency across Microsoft Office

Desirable

Experience of introducing an embedded product into new markets

An interest and appreciation of technology

Knowledge of Salesforce.com

Employee Name:	Line Manager:
Signature:	Signature:
Date:	Date: