



Job Title:	Business Development Manager	Contract/Dept:	Sales & Marketing
Reports To: (Job Title)	Sales, Marketing & Alliance Director	Reports:	Stuart Binfield
Location:	Remote/Office/Client	Post Holder:	
Created By:		Date Created:	
Owner:		Line Manager:	Stuart Binfield

Inciper values:

We believe in working with our clients, not for them. By working in a more personal way, we can support organisations across an entire programme lifecycle, securing buy-in from the right stakeholders and responding to developments as they happen. Inciper has a proven record of delivering strategy development, delivery frameworks and operational support that drives business value – on time and within budget.

Inciper work differently because we think differently. Since launching, Inciper has had one vision – to be the go-to consultancy for organisations looking to benefit from improved ways of working powered by Microsoft technology.

This vision feeds into everything we do and is instrumental to the flexible, agile, outcome-focused approach we adopt in all our projects. In other words, if what we are doing does not deliver a direct value for our clients, we question why we are doing it.

There is no reason for business leaders to have to wait months and sometimes years to see any value from their Microsoft Business Application investments. Our approach enables clients to see progress from day one and realise ROI quicker.

Job Purpose:

Are you someone who thrives in a fast-paced, high-performance environment driven by clear objectives?

We are currently seeking a Business Development Manager with a natural knack for building rapport, cultivating relationships, and a relentless commitment to delivering results. This role is ideal for individuals with prior experience in commercial roles within the technology sector, particularly those who have excelled in driving sales of technology solutions.

Key Tasks:

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- Procure opportunities with both new prospects and within existing allocated accounts to achieve sales order targets.
- Cultivate and nurture a resilient pipeline of opportunities to foster and drive future growth.
- Forge and sustain robust relationships with both allocated and prospective accounts.
- Identify and eloquently convey customer challenges and desired outcomes to tailor the most suitable solutions.
- Deliver presentations highlighting solutions that offer tangible business value to customers.
- Coordinate the production of customer proposals.
- Adhere to sales governance protocols to ensure quality and mitigate risk.
- Maintain precise, up-to-date information on opportunities for effective forecasting and strategic planning.

Person Specification

Job Title: (& Grade)	Business Development Manager	Department:	Sales & Marketing
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	Essential	Desirable
Education		
Skills & Knowledge	<ul style="list-style-type: none"> • You should possess a background in commercial roles within a technology organization, specializing in selling SaaS (Software as a Service) Software, CRM (Customer Relationship Management), ERP, Cloud technology solutions, or similar offerings. • Demonstrated experience in thriving within target-driven environments and excelling in customer-facing roles is crucial. • A strong inclination towards learning, embracing feedback, and continuously enhancing your skill set is essential. 	
Experience	<ul style="list-style-type: none"> • Preferred experience within the SaaS technology channel, including familiarity with platforms like Microsoft, SAP, NetSuite, Oracle, Sage, or similar, is highly advantageous 	

Please Note:

All details are provided for guidance only; they do not necessarily limit the responsibilities and accountabilities of the job. Full details of employment terms are provided within offers of employment, and appropriate policies within the Company.

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