

Business Development Manager

e2e-assure is a dynamic cyber security company, successfully delivering 24/7 cyber defence to both the public and private sector and expanding rapidly as a result.

We are now looking for a highly motivated, enthusiastic, and experienced Business Development professional to join our thriving business. We provide a challenging but rewarding environment where you will be expected to develop and learn while playing an instrumental part in helping the company to do the same.

We are looking for a Business Development Manager to lead efforts to establish and retain business growth opportunities. Primarily obtaining new clients and fostering business relationships to increase revenue from sales.

Key Responsibilities

- Integrating with a team of other business development professionals
- Contributing to team performance when it comes to growing the business through client acquisition and sales
- Maintaining relationships with staff and keeping them updated on your work progress
- Reporting on your personal productivity
- Writing reports and analysing relevant business data
- Presenting findings to the team and executive members of staff
- Determining the reasons for wins and losses
- Assuming responsibility for the success or failure of strategic decisions
- Promoting a culture of growth through sales across the business
- Educating team members on best business practices and techniques for increasing effectiveness
- Finding new clients and promoting sales to them
- Identifying key accounts
- Fostering familiar relationships between clients, the Business Development team, and the wider company
- Following up on client leads
- Being knowledgeable about products and services offered by the business
- Selling products and services in person and over the phone
- Raising the company profile by attending expositions and seminars
- Suggesting new projects such as product development to tap into new markets
- Assisting with investment and financial decisions to benefit the company
- Being aware of market trends and competitors
- Complying with regulations and laws of business development
- Maintaining a positive attitude that inspires co-workers and clients to grow the business



Candidate Attributes

Essential skills/qualifications:

Leadership, Education, Charisma, Sales, Communication, Finance, Marketing, Report Writing, Spreadsheets, Problem-Solving, Independence, Teamwork

Desirable skills/qualifications:

- Security, Cyber, Cloud Services, IT services
- A background in cyber security sales is preferred

Location

This role is based at home, however, some travel, particularly around the M4 corridor and Oxfordshire will be required.

Hours, salary, and benefits

40 hours per week. Competitive salary, depending on experience. 25 days annual leave, rising to 28 days over time.

Other information

After being provisionally offered a role, candidates will be DBS and background checked by a third-party, and must be willing to attain SC and NPPV3 clearances (we will put you through this process). If you do not already hold SC, you are required to have 5 years of continuous residency in UK in order to meet customer requirements. Failure to pass these checks may result in your application being discontinued.

We expect e2e-assure employees to have a high standard of personal integrity, both during and outside work time, including how they present themselves online. We may conduct background and open-source checks to verify this.

e2e-assure is unable to sponsor UK visa applications and all applicants must already have the right to work in UK