



Job title	Business Development Manager
The package	£45k – 55k, depending on experience
Benefits	Share options, income protection, Death in Service
Location	Parsons Green, SW London

About us

We are transforming the way that payroll industry works. Partnering with significant payroll & pension brands, we give their AE clients the opportunity to save costs and expand their business.

To increase our momentum further we need to recruit a bright, proactive individual who understands payroll's AE issues and who can talk authoritatively to potential customers about the opportunities of data automation.

Effective selling requires empathy, subject knowledge, warmth, charisma and – most importantly – integrity.

There is no unique formula: every software provider is different, every bureau unique. Mental agility and problem solving on the hoof is integral to what we do – whether in sales or in business analysis.

Every new client signed should give you the satisfaction that you helped change the payroll and pension industries: delight in the status quo is not what we are about and not what we look for in our team members.

We have already secured high profile partnerships, and the Business Development Manager will continue to develop the business, identifying opportunities with payroll and pension providers. You will also keep our clients delighted through long-term relationship building and proactive account management.



Key responsibilities:

- Identify opportunities for our products and close the sales process
- Actively network within the industry, present at conferences and build long-term relationships with key stakeholders
- Serve as a brand ambassador, championing the benefits of integration software
- Provide CRM to important clients
- Promote retention, upsell the existing propositions and increase volumes from existing clients
- Liaise with key pension and middleware partners & work closely with them to achieve mutual sales targets
- Ensure the project team are kept informed and work closely with them on implementation
- To glean industry information, opportunities for new products, evolution of the existing propositions etc. to solve industry problems
- Communicate ideas internally and influence the evolution of the pensionsync proposition
- Organise and manage stands at trade shows

Essential skills, experience and education:

- Bachelors degree
- New business/ sales experience from the payroll, accounting or bookkeeping industries highly desirable
- Proven experience of commercial success through effective relationship building
- Payroll industry contacts would be a significant advantage
- Excellent relationship building and networking skills
- Experience of presenting and selling to senior stakeholders
- Presenting to conferences
- Serve as an ambassador for the systemsync & pensionsync brands, ensuring our values and ethos are conveyed to partners/ clients
- Manage the CRM tools and create/implement BDM processes
- Understand the data emanating from the Client Support Team and use this to proactively manage accounts