

Job Description

Job title: Sales and Business Development Manager

Role type: Permanent (Full Time)

Responsible to: CEO

About Us

Calla the small camera that makes a big difference. The technology that drives Calla was developed by Reveal the very first body worn video system provider in the UK. We make smart, efficient and secure body camera solutions that transform the jobs of frontline workers. Our products operate in situations of heightened tension, that for some people are 'all in a day's work'.

Increasingly nursing, teaching, and retail staff are facing situations at work where body cameras could make a difference. Our world leading products help create a safer environment providing reassurance, confidence and support for those people. By giving them the tools, they need and want, we help them to do a better job.

It's an exciting time to work for Calla as we venture into new markets and continue to lead the world in the development and application of body cameras.

Purpose of the Role:

Our growing company is looking for an experienced and resourceful Sales and Business Development Manager to develop and implement growth opportunities for existing and new customers initially within the healthcare market. We're searching for professionals, who can demonstrate a solid track record of creating long-term value for organisations and demonstrate proven achievement against performance targets.

Responsibilities:

- Provide exceptional customer relationship management for existing clients.
- Qualify and develop existing leads.
- Research and identify new client/market opportunities.
- Consistently achieve against defined sales performance targets.
- Prepare and deliver compelling pitches to customers.
- Build successful relationships with senior decision makers.
- Plan and implement successful pilots that result in purchase.
- Ensure that all prospect and customer sales records are regularly and accurately recorded in Salesforce.com in line with sales reporting guidelines.
- Build in-depth industry knowledge and become a trusted advisor to our customers.
- Collaborate with the Marketing team to develop appropriate material for specific markets.
- Attend business events/trade shows as required.



Skills and Experience:

- 3-5 years in a Business Development role.
- A proven track record of closing business and achieving sales targets.
- Strong customer relationship management skills.
- Excellent verbal and written communication skills.
- Able to deliver effective customer presentations.
- Proven experience of building relationships and negotiating at senior level.
- Experience of introducing an embedded product into new markets.
- Experience within the public sector, particularly healthcare, would be an advantage.
- IT fluency across the Microsoft Office suite.
- An interest and appreciation of technology.
- Knowledge of salesforce.com an advantage.

We Offer:

- A competitive remuneration/benefits package.
- A chance to work with award winning, market leading products, in an exciting high-growth business, where your efforts will be rewarded.
- A fun and energetic environment.
- Great riverside location.

If you have the relevant skills and experience for this role, please apply, including your salary expectations.

