

JOB DESCRIPTION

Business Development Manager



LOCATION:

Milton Keynes Head Office - Mix of home and office-based working

REPORTING TO:

Managing Director

HOURS:

Full-time

SALARY:

Dependent on experience

WHO ARE PRAGMATIQ?

Pragmatiq are a Microsoft Solutions Partner who specialise in designing and developing Bespoke CRM (Customer Relationship Management) Systems and Custom Business Solutions, leveraging Microsoft Dynamics 365 and the Power Platform.

Our team are at the heart of the business, with expertise spanning a variety of areas. Each day, we always aim to bring out the best in each other and all work together to achieve our mission:

We are a team of Microsoft Technology specialists, offering high-quality technical services; designing, developing, and supporting bespoke solutions. Working within our values of Accountability, Collaboration and Excellence, we use our expertise to push technological boundaries. By offering a true partnership, we help our clients to succeed and are able to accomplish great things together.

Our values embody who we are and underpin everything we do as a business. Additionally, they help us to ensure all activities and initiatives related to hiring, promoting, development and reward are aligned.



ACCOUNTABILITY

We take ownership & responsibility, and lead by example to ensure we deliver results.

Connected Values: Ownership. Reliability. Integrity.



COLLABORATION

By working together, being curious and sharing ideas, we identify solutions, quickly.

Connected Values: Humility. Respect. Communication.



EXCELLENCE

We believe in going above & beyond, being proactive and continually striving for better.

Connected Values: Ambition. Adaptability. Pioneering.



THE ROLE

The Business Development Manager will be responsible for driving revenue throughout the organisation, through a variety of different avenues. The core responsibility involves developing new relationships and nurturing existing ones to drive revenue growth & profitability. A key focus will be on delivering exceptional service to clients, fostering long-term client relationships and exceeding targets. This is a results-orientated role, leading a hands-on client-facing sales function whilst working collaboratively with the wider business.

KEY RESPONSIBILITIES

Driving and developing:

- › Business Development Strategies - developing new and existing business through various routes to market
- › Generate leads and subsequently nurture into opportunities
- › The management of an end-to-end sales process, alongside the Technical Director/Solution Architect/Technical Consultant
- › Ownership and continuous improvement of the end-to-end sales process and associated sales/case study collateral
- › Contributing towards bid/proposal writing and tender responses, dealing with suitable RFI requests and pitching and collaboratively working with colleagues across the wider business, to prepare and help deliver high-quality presentations to clients where relevant
- › Forecasting, growth planning and ensuring Sales/Revenue targets and other KPIs are met
- › Ensure all opportunities are accurately tracked within our CRM
- › Attend prospect meetings and client review meetings, represent Pragmatiq at events, industry conferences, networking events and other external meetings as required
- › Represent the organisation externally to promote the company and maintain positive relations with suppliers, customers and other stakeholders

SKILLS & EXPERIENCE

- › Demonstrable experience delivering B2B sales
- › Strong sales skills and a history of exceeding revenue targets
- › Proven commercial acumen and leadership skills including customer relationship management and strong negotiation skills
- › Knowledge of the sector and a view on trends and opportunities within it are a bonus
- › Ability to learn, apply and communicate about Microsoft Dynamics 365 and Power Platform solutions to clients and colleagues
- › Well-developed conceptual, analytical and problem-solving skills along with a wide degree of creative thinking
- › Highly developed interpersonal and communication skills with the ability to work effectively with a diverse range of stakeholders and at all levels across the business
- › Assertive and confident in high-pressure environments with a high level of personal and professional credibility
- › Excellent planning and organisation skills with the ability to manage conflicting priorities and work to tight deadlines
- › Results-focused and able to set clear goals and execute them through team engagement and the setting of appropriate metrics

EQUALITY, DIVERSITY AND INCLUSIVITY:

At Pragmatiq, we aspire to have a workforce that is diverse and representative of all sections of society. We value different thoughts and perspectives, and believe that a diverse workforce enables growth and creates a sustainably inclusive workplace for all employees. If you would like to discuss any specifics of the role and how you might be suitably qualified, or to discuss flexibility or accessibility requirements, please contact careers@pragmatiq.co.uk.

WHAT WE CAN OFFER:

You will be part of a fast-paced Microsoft Solutions Partner at an exciting period in our growth. You will be an integral part of a talented team, dedicated to client success and ongoing innovation to remain at the very top of our game in a specialist area of technology.

We provide our employees with an extensive benefits package, that includes:

- Enhanced Maternity, Paternity and Adoption Pay
- Private health and dental insurance with Aviva
- 24/7 Unlimited Access to a GP
- Money back on healthcare costs across dental, optical, chiropody, physiotherapy, and more
- Access to a mental health support service
- Employee Self-Improvement Scheme; £500 per year to access a range of opportunities that support personal, physical, and mental development
- A rewards account providing a range of discounts across a variety of excellent brands
- One paid-for volunteering day a year for a charity of your choice
- 25 days of holiday, plus Bank Holidays
- Option to buy an extra 5 days leave, or claim 5 days back at the end of the year
- Birthday off work
- Hybrid working environment
- £200 to spend on home office equipment
- Up to £1,000 worth of training and certifications paid per year
- Dedicated weekly education hours
- Competitive salaries
- Pension plan
- Opportunities for progression
- Regular team social events
- Based in Witan Studios in the heart of Milton Keynes. The office is bright, modern and spacious, and just a short walk from Centre:MK, The Hub and MK train station

HOW TO APPLY:

If you wish to apply for this role, please send your CV directly to careers@pragmatiq.co.uk.