

October 2020

Region	UK & Ireland
Job Title	Senior Business Development Manager
Reporting To	Managing Director: UK & Ireland
Location	Home-based

Job Purpose

- Prospect for potential customers (ISOs and Bulk) using various direct methods such as calling, face to face meetings, and indirect methods such as networking
- Setting of sales/business plans, objectives and the development of future strategies.
- Analysis of competitive products and selling techniques, sales budgets, pricing and customer research.
- Provide high quality sales and operational support to agreed sectors

Main Objectives & Activities

- Achieve sales regional financial objectives by forecasting requirements; preparing annual budget; scheduling expenditures; analysing variances; initiating corrective actions.
- Determine annual and gross-profit plans by forecasting and developing annual sales quotas for regions; projecting expected sales volume and profit for existing and new products; analysing trends and results; establishing pricing strategies; recommending selling prices; monitoring costs, competition, supply, and demand.
- Identify sales opportunities by identifying consumer requirements; defining market, competitor's share, and competitor's strengths and weaknesses; forecasting projected business; establishing targeted market share.
- Improve product marketability and profitability by researching, identifying, and capitalising on market opportunities; improving product packaging; coordinating new product development.
- Sustains rapport with key accounts by making periodic visits; exploring specific needs; anticipating new opportunities.
- Achieve local and regional operational objectives by contributing sales information and recommendations to strategic plans and reviews; preparing and completing action plans; market trends and opportunities to deliver greater value to customers by extending company offerings

Required Knowledge & Experience

- Proven new B2B business sales track record in a target-driven environment
- Experience in a multicultural business environment and/or international/global sales role
- Knowledge of the Card & Payments Industry is preferred; Payment Schemes, PSP, Gateway Partners, Acquirers, Financial Institutions, Retailers
- Willingness to travel extensively
- An organised and structured approach to problem solving.
- The ability to communicate effectively verbally and written to internal and external customers

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