



Business Development Manager - Channel

Location – UK (Head Office – Manchester City Centre)

Position – Permanent

Salary - £50k basic, uncapped bonus OTE £100k

We are looking for an experienced SaaS sales professional to own and grow our channel market in the UK.

Electio is designed to help retailers of all sizes meet the ever-increasing delivery expectations of the 21st Century shopper. It enables simple, rapid access to delivery services from the world's leading carriers through one SaaS platform. Hundreds of services from the world's leading carriers; a dynamic allocation engine that chooses the best service for each consignment; flexible pricing; and API integration in only 3 weeks. Electio delivers. Big time.

Our razor-sharp technology is the driving force behind our big ambitions and we are now expanding at a phenomenal rate. We are looking for awesome BDMs with a passion for growing our business. We think parcel shipping is sexy and we need people with a real passion to change an industry. Have you got the skills listed below? If so, we should talk.

KEY RESPONSIBILITIES

- Drive revenue and market share in a defined territory across channel partners
- Forecast and manage sales activity and pipeline to meet revenue targets and company goals
- Serve as a trusted advisor to customer executives and their respective teams
- Partner closely with the Product Director to customise product demonstrations and architect solution packages based on client requirements
- Prepare proposals and partnership agreements that outline consultative solutions to meet client needs
- Manage the end to end sales process through engagement of resources such as Pre-Sales Consultants and Solutions Architects
- Develop referrals and reference accounts by building long-term strategic relationships
- Provide thought leadership in ideas and approaches to sales productivity challenges
- Complete detailed RFI/RFP requests
- Source and selection of target and prospect clients



Company No. 08609014, VAT No. 186 0095 02

MPD Group, Third Floor, Merchant Exchange, Whitworth Street West, Manchester M1 5WG



KEY SKILLS REQUIRED

- The ability to present complex solutions to a wide range of audiences including IT, operations, finance and eCommerce from management to board level
- 5+ years of SaaS sales experience, 2 years in the field, with a history of closing deals
- Ideally experienced in selling software (cloud/SaaS) medium to large, strategic clients
- Track record of smashing sales quotas
- Understand an eCommerce, retail and operational environment
- Integration familiarity with ERP, eComm and WMS platforms
- MS Office, particularly PowerPoint, Excel, Word

YOUR SUPPORT STRUCTURE

- Pre-Sales Consultant
- Solutions Architect
- Professional Services Implementation Team
- Sales Director



Company No. 08609014, VAT No. 186 0095 02

MPD Group, Third Floor, Merchant Exchange, Whitworth Street West, Manchester M1 5WG