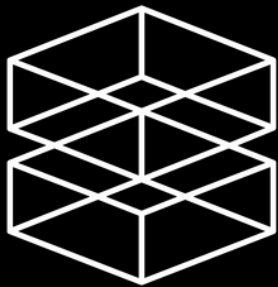


JOB PROFILE



BOXTEC

Tech is in our DNA.

Job Title: New Business Development Manager

Reporting to: Sales & Marketing Director

Location: Remote-Hybrid / Thame, Oxfordshire

Box Technologies is part of the Flytech Corporation – a global technology business with over 500 employees with a market capital in excess of \$350 million dollars and our success means we are always looking to hire more winners for our team.

At Boxtec we solve business challenges with transformational technology and specialist services. We've been delivering our digital technology solutions to customers in a whole host of locations, from retail stores to restaurant chains, for 30 years – and we're not stopping there. Our people are the key to our success, and we're proud to have a team that provides first-class support and technical expertise. As we expand into new areas and develop new technologies, we want to continue to grow our team.

+ Overall Purpose of the Job

To develop new business from targeted accounts to achieve agreed sales and revenue GP targets within defined 'Consumer Industries' markets, such as Retail, Hospitality, Gaming, Leisure.

The role will involve managing all aspects of acquiring a new client account, working alongside the product, services, marketing and technical teams to ensure BOXTEC is best positioned to win and then develop new clients for future account development.

Work closely with internal teams providing clear communication as to the requirements of targeted accounts, providing a supportive and collaborative approach.

Work with the Sales and Marketing Director to identify and develop new target market opportunities.

+ Day to Day Responsibilities

- Self-starter and self-motivator with a 'make things happen' attitude and positive outlook.
- Develop and maintain strong working relationships within BOXTEC customer facing teams.
- Individual flair and positive can-do attitude is required alongside a team-focused collaborative mindset, bringing prospective customers and colleagues on the journey to achieving successful outcomes.

www.boxtechnologies.com

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- Regular communication with Sales and Marketing Director, and fellow team members.
- Remain commercially focused, understanding and recognising and communication of any conflicting business constraints and priorities.
- Reporting on progress as required and at monthly sales meetings.
- A demonstrable active contributor to digital business platforms, specifically LinkedIn, with a solid personal network with regular contributions to the platform i.e. Posts, Comments, Articles, and Thought-Leadership etc.
- Capable of holding confident and sensible win-win negotiations with customers, demonstrating strong financial awareness.
- Focus on revenue growth ensuring a thorough understanding of targets and objectives.
- Utilise BOXTEC systems and processes, including CRM, quotation and self-help personnel systems.

+ Skills and Qualifications

Essential	
	<ul style="list-style-type: none"> • Advanced written and verbal customer communication skills, ability to use digital platforms and face to face meetings to present confidently. • Ability to negotiate confidently with customers, maintaining professionalism at all times. • Ability to manage own time effectively, organising meetings with customers and internal stakeholders. • Demonstrable experience of working towards and achieving multiple deadlines • Strong analytical skills, ability to present precise data clearly • Knowledge of Microsoft365 office platforms – Outlook, Excel, Word, PowerPoint, Teams • Previous use and knowledge of using CRM software
Nice to Have	
	<ul style="list-style-type: none"> • Experience in Super Office CRM and Access Dimensions
Personal Skills	
	<ul style="list-style-type: none"> • Self-motivated • Self-starter • Influencer • Collaborator • Team Player • Positive ‘can do’ attitude • Flexible • Dependable

+ **Company Benefits**

- Company Pension Scheme
- 25 days holiday (plus bank holidays), additional holiday for long service, up to a maximum of 28 days in line with company policy (pro rata for part time hours)
- Life assurance
- Additional lifestyle benefits
- Free parking