

Business Development Manager

Moixa is a high growth venture and energy industry innovator which has established itself as the UK's leading residential smart battery and software company.

The **Business Development Manager** position is the perfect opportunity to start or accelerate a career in sales.

You will be Moixa's trusted advisor on the front lines, generating new business and setting up appointments through calling, social selling and warm inbound leads, working to identify and win new logos across the world. You will be targeting C-Suite and decision-making professionals from top organisations to identify need and build interest. The primary objective is to maintain and grow our software solutions footprint in your target market. The successful candidate will be able to understand and identify industry trends, buyer personas, and buyer pain points, and they have the know-how to articulate exactly how our solutions can address those needs. We're looking for a driven professional who will become a subject matter expert – of our product, their territory, as well as the buyer's journey.

As you grow into an industry expert, your involvement and responsibility in the sales cycle will only increase, giving you the platform to develop into further roles.

This position requires you to be target driven, resilient and self-motivating and your efforts will have a direct impact on our company's growth.

Job Duties:

- Hunter mentality - this role is focused solely on acquiring new logos.
- Evangelize Moixa products and unique capabilities.
- Be adept at prospecting into large enterprise organizations.
- Manage and provide transparency and visibility into an accurate pipeline.
- Manage a highly consultative, complex sales cycle.
- Work closely with prospective clients to understand their business objectives and create the most appropriate solution to meet their needs.
- Must be able to negotiate sound agreements.
- Show a high degree of self-motivation and work well both as an individual and within team environment.
- Meet or exceed quarterly and annual targets.
- Travel is required
- Generate new sales opportunities via telephone prospecting.
- Probe for prospect need via phone and web research.
- Accurately document details of identified opportunities for timely follow up on leads.
- Support specific marketing programs, lead generation campaigns, and targeted sales activities.
- Strive for self-improvement and possess the curiosity to stay abreast of industry and market trends by utilizing various research organizations, sales books, and collateral.

Minimum Requirements:

- 3-5 years of experience in a new business role
- Able to travel up to 50%
- Experience in outbound prospecting and account development skills
- Customer-facing experience
- Excellent communication skills and analytical capacity
- Confident in public speaking and technical competency
- Positive attitude and a desire to win
- Detailed, outgoing & enthusiastic people who are committed to their professional development

Reporting to

- Head of Growth

Salary

- Very competitive, depending on experience

Benefits

- Stock options scheme, 25 days holiday, healthcare & flexible working.

Start Date

- Immediately

Duration

- Permanent

Location

- Central London with Travel

If interested, please contact careers@moixa.com with your CV and cover letter.