

New Business Manager – Eidos Consulting Ltd

Summary

Here at Eidos Consulting, our mission is to provide our clients with tailored solutions to their workforce skills and capability needs. The New Business Manager role is pivotal to achieving the continued success of our business in providing tailored eLearning, building upon the continued growth and success we have achieved since we started in 2016.

We pride ourselves on our can-do approach to providing innovative solutions to customer needs, as well as our personable approach to customer relationships. As the New Business Manager, these things will matter to you too – you will become a face for the business and continue to develop our reputation as a trusted partner.

As the New Business Manager, you will be joining us at an exciting time for our business. Our current engagement within our chosen sector, along with our strategy for substantial growth over the coming years, will provide you with the opportunity to engage in various aspects of sales, working with a close-knit team to drive our business forward.

If you recognise the potential opportunities provided by this role and can see yourself as an integral part of a high-performing team, then we want to hear from you.

What will you be doing?

This is the perfect opportunity for an individual that is looking to place their energy and enthusiasm into taking a growing business from start up to scale up, working directly with the co-founders of the company to increase market share and to position us as the first-choice provider of e-Learning within the UK housing sector.

We are not looking for someone to treat this as a job – we are looking for an entrepreneurial individual to treat this as an opportunity. You will be leading our sales efforts for this new and exciting market offering – working to identify and qualify new business leads and taking them through to commercial engagement. While working initially with an established pipeline, you will look for opportunities to grow your network and visibility within an active and engaged sector, supporting and leading customer engagement activities to do so.

The person

- Entrepreneurial, with energy and enthusiasm for business development
- Continually seeking to improve capabilities and skills – a learning and inquisitive mindset
- Self-starter
- Confident engaging with leads and prospects, including senior management and C Suite individuals via in person/online/telephone
- Exceptional communicator and networker
- Works well in a team
- Great at creating and maintaining relationships
- Results driven – continually focussed on exceeding targets
- Passionate about e-Learning as a means of professional development
- Can be trusted to follow up, continually update CRM and to report against targets

Experience

- Experience of sales and/or business development of eLearning solutions, or online learning solutions, preferably to the public sector.
- Highly skilled in identifying client needs and aligning these to a suitable resolution
- Experienced in delivering product demonstrations and following sales processes.
- Experience of developing the profile and market position of a small business is preferable

What we offer

- Base salary of up to £45k, depending on experience
- Competitive annual performance-based bonus
- The opportunity to develop and grow the role in line with business growth
- Continued access to professional development, including access to a growing library of eLearning courses
- Comprehensive induction and training on business offerings
- Hybrid working – as a team we like to come together to share ideas, however we recognise the benefits of flexibility.
- Autonomy and trust coupled with great support
- A close-knit team dynamic, great culture and working environment

Find out more about us

Website – www.eidosconsulting.co.uk

LinkedIn - www.linkedin.com/company/eidos-consulting-ltd/