



Business Development Executive

About Razorthorn

Founded in 2007, Razorthorn has been delivering expert security consulting and testing services to some of the largest and most influential organisations in the world, including many in the Fortune 500. Razorthorn is well known in the industry for excellence and has been recognised by Gartner as a market leader for professionalism and quality in the delivery of PCI consultancy and advice.

We are now looking for a Business Development Manager to be responsible for increasing revenue through increasing our client base by identifying and pursuing new contacts.

Main Duties & Responsibilities

The duties of a Business Development Manager will consist of 3 main areas.

- 1) To work with the Sales team to create leads
- 2) To identify qualifying target clients and book meetings for the Sales team with net new businesses
- 3) To work alongside Marketing and/or Razorthorn Product Partners to assist in executing sales email campaigns

Duties for undertaking the three areas above include (but are not reserved to):

- Develop new business and identify areas of improvement to meet sales quotas
- Hit and help exceed monthly, quarterly and annual targets set by company
- Collaborate with sales team to identify and grow opportunities within territory
- Research prospective accounts in targeted markets, pursue leads and follow through to booked meeting
- Understand the target markets, including industry, company, project, company contacts and which market strategies can be used to attract clients
- Collaborate with marketing and sales teams to ensure that requirements are met, and utilise sales/marketing automation tool
- Possess a strong understanding of our products and services, our competition in the industry and positioning
- Follow the latest industry developments and stay up-to-date on corporate competitors
- Meeting the desired goals and establishing metrics



Benefits

- Generous commission structure
- Health insurance
- Company contributed pension
- Flexible working locations (WFH/office)
- 28 days holiday per year, plus bank holidays

Requirements

- Experience at junior BDM level (1-2+ years' experience)
- Previous track record of bringing new logo accounts on board
- Experience of successfully selling into medium to enterprise level clients across a variety of industries
- Good understanding of cyber security or IT sales
- Professional presentation skills
- Ability to represent the company in a polite, efficient and professional manner
- Experience of working with HubSpot and marketing automation platforms would be useful

Salary

£22-£25k basic (£34k-£37k OTE plus commission)

Generous commission structure