

## **JOB DESCRIPTION**

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| Job Title    | Business Development Executive                                     |
| Line Manager | CEO; functionally to Fractional Sales Director                     |
| Location     | Remote with occasional travel to FP offices (Edinburgh or Glasgow) |

### **Who we are**

FullProxy is a prominent Cyber Security Integrator. As UK based Cyber Security specialists, we offer world-class Consultancy to help our clients realise the full potential of your Cyber Security investment. To achieve this first time, every time, we design, implement and integrate new technology while bringing experience and knowledge to strategy and architecture discussions. All to one aim – reduce Cyber risk and improve compliance.

### **Purpose of the role**

The role of the Business Development Executive (BDE) at FullProxy is to develop a sales pipeline and increase our market presence through calling, research channels such as LinkedIn and the use of our CRM. The BDE will focus on generating new business leads, creating interest and opportunities for FullProxy. Reporting to the Sales Director, the ideal candidate will have a consultative sales approach and a proven track record selling complex solutions across the Public and Private sectors. It would be beneficial if the candidate has successful experience selling software, cloud and security solutions. You will be joining the team at an exciting time, helping to continue our growth and establish yourself and FullProxy as great people to do business with.

### **Key Experience & Skills**

- Minimum of 3 years' work experience in a relevant environment
- Bachelor's degree or relevant work experience
- Requires specialised knowledge in Security, Cloud and Networking Solutions, preferably related to FullProxy's vendor portfolio
- Experience with Internet related software or systems
- Excellent negotiation and closing skills
- First class consultative solution selling and presentation abilities
- Excellent client interfacing and customer-focused approach

**Job Requirements**

- Passion for sales and a history of over-achievement.
- Competitive team player
- Software/technology aptitude, including CRM and sales engagement applications
- Hard worker and willing to achieve a high volume of daily outbound activities while maintaining a positive and energetic attitude.
- Building rapport and use a mature, consultative approach to sales
- Ability to prioritise workload and work under pressure to strict deadlines
- Ability to work to clearly defined targets and KPIs
- Capability to take ownership and responsibility
- Ability to adapt to individual and operational change in a diverse and fast-paced organisation
- Evidence of strategic account planning and account development
- Driving licence

**What you'll get back:**

- An opportunity to join a growing business where the things you say and do can have a real impact
- Competitive salary
- A supportive work environment, working alongside industry experts
- Private medical healthcare
- Company pension
- Life assurance
- Perkbox incentives

**Schedule:**

- 8-hour shift

**Experience:**

- Business development: 3 to 5 years (preferred)