



## **Business Development Manager**

**Location:** Remote with occasional travel to FullProxy offices (Edinburgh or Glasgow)

**Reports to:** CEO

**Direct Reports:** Junior Sales Team members (as assigned)

## **Organisation**

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 their cyber security investments. We pride ourselves on getting it right the first time, by designing, implementing, and integrating cutting-edge technologies. We bring deep experience to every strategy and architecture discussion with one primary goal: to reduce cyber risk and improve compliance. As we grow, we're expanding our reach and building a team that's passionate, skilled, and motivated.

## **Purpose**

As a Business Development Manager (BDM) at FullProxy, your primary goal is to develop and manage a sales pipeline while expanding our market presence across both the public and private sectors. You'll be responsible for generating new leads and driving interest through CRM, research, and outreach tools like LinkedIn.

Beyond developing your own pipeline, you will play a crucial role in shaping the capabilities of our sales team. By providing leadership, coaching, and training to junior sales team members, you will help them succeed in consultative sales and solution positioning. You'll collaborate closely with the Sales Director and take ownership of team development, helping elevate the quality and effectiveness of FullProxy's overall sales strategy.

## **Key Responsibilities**

You'll take on a dynamic, hands-on role where you will actively support the growth of the business and its people. You'll balance lead generation and closing opportunities with mentoring team members.

Key responsibilities include:

- Proactively identifying and developing new business leads through research and outreach.
- Taking ownership of strategic account planning and opportunity management.



- Leading by example in achieving and exceeding KPIs and sales targets.
- Providing day-to-day coaching and support to junior sales staff to build their skills and confidence.
- Running regular sales training sessions and workshops to upskill the team in areas like consultative selling, negotiation, and solution positioning.
- Assisting in the onboarding of new sales hires and ensuring a smooth integration into the team.
- Collaborating with leadership to improve sales processes and reporting practices.
- Contributing to team meetings with insights, data, and growth strategies.

## Job Requirements

You'll bring enthusiasm, skill, and integrity to the role, and a desire to grow both the business and the people around you.

- Minimum of 5 years' experience in a sales or business development role.
- Proven ability to lead by example and support others in reaching their goals.
- Strong knowledge of Security, Cloud, and Networking Solutions, preferably related to FullProxy's vendor portfolio.
- Excellent communication, presentation, and client interfacing skills.
- High-level CRM proficiency and ability to use sales engagement platforms effectively.
- Experience coaching or mentoring team members in a previous role is a plus.
- Confident, self-motivated, and results-driven with a consultative approach to selling.
- Full UK driving licence.

## What You'll Get Back

We want you to thrive, not just succeed. At FullProxy, you'll join a collaborative environment that values your input and supports your development. Your ideas can help shape our future, and your growth is part of our vision.

- A competitive salary with uncapped commission
- An opportunity to grow into a leadership position
- Ongoing learning and career progression support
- Private medical healthcare
- Company pension and life assurance
- Access to Perkbox incentives



- A flexible and remote-first working setup