

Commonplace is a fast-growing internet start-up. Our market-leading and award winning SaaS platform operates in the urban technology and digital consultation space. Our vision is a world where communities and developers work together to create better places to live.

We provide property, infrastructure and local government customers that need planning approval with a digital service that helps them achieve this with greater participation, lower risks and lower costs. Our customers include some of the leading infrastructure providers, property developers and local authorities in the UK, and we have strong reselling relationships with their agents such as architects, public affairs and planning agencies

We are looking for an ambitious, energetic and experienced professional business development manager, preferably with domain experience in local/central government and/or property development and/or stakeholder engagement and consultation, to work with our team in Aldgate. You will to sell our SaaS solutions to existing and new customers, in London and the South East. If successful you will be rewarded with a competitive package including, uncapped earnings and share options.

What you will do

- Develop and execute winning account and territory plans that Identify opportunities for new and extension business in short and longer term
- Build and develop relationships with appropriate customer contacts through value driven conversations
- Lead the bid process and qualification providing customer focus throughout
- Close sales and deliver sales success - demonstrated by revenue (delivered), order pipeline and delighted customers
- Take ownership for meeting objectives of sales campaigns, achieving targets and managing your personal development.

What skills and experience you will have

- A great track record
- A thorough knowledge and practice of professional selling
- At least two years' experience of successful business to business selling
- Used a CRM system, be IT fluent and have a working knowledge of social media

- Evidence of a can-do, self-starter attitude, and ability to get up to speed quickly on a new products, services, markets and relationships
- Proven success identifying decision makers and the decision-making process for significant investments
- Ideally experience of success in a start-up or small company environment

What we offer

- Unlimited vacation and flexible working arrangements to relax, restore and refresh
- An awesome, open and vibrant start-up environment
- Collaborative, transparent, collegial and fun office culture
- Share options

Please apply with a CV to glenn@commonplace.is