



Position Name: Head of Business Development UK

Work at Protecht:

Founded in 1999, Protecht is an Australian based Risk Management company founded by some of the most accomplished risk professionals in the industry looking to expand into the UK.

Protecht specialises in delivering effective risk management software and advisory services globally in the areas of enterprise risk management. We are focused on establishing best practice risk management frameworks to enable corporations and government entities achieve their strategic objectives. We implement highly flexible, configurable and scalable risk software solutions to enhance performance.

For almost 20 years Protecht has been helping Australian organisations to manage their risk management requirements. Our success has created abundant opportunities and requests from businesses around the globe.

The time has come for Protecht to take the leap overseas to establish ourselves as a key player in the UK market, offering leading GRC solutions.

We are currently looking for an intelligent and highly motivated Sales professional to set up and expand our operations in the UK.

Our mission is to be the premier provider of Risk management solutions to leading enterprises in the countries we operate in. We do this while maintaining a culture where people are passionate about their work and are surrounded by like-minded, intelligent achievers.

The Role:

This position will appeal to B2B sales professionals looking to work in a start-up role in London, for a long-established company in the booming risk management and compliance sector.

We provide Enterprise Risk, Training and Advisory and Software (Protecht.ERM).

We are looking for an enthusiastic, hard-working Business Development Manager who has experience in enterprise risk and compliance sales. You will draw on existing contact, and seek out new opportunities, nurturing them through a full sales cycle.

The role is both phone-based and face2face, with the majority of outgoing calls to C-level executives – Chief Risk and Compliance Officers, with the goal of qualifying the leads, sharing Protecht's value proposition, booking meetings, establishing relationships, and closing sales.

Principal Duties & Responsibilities:

- Seeking out and building new opportunities by researching C-Level executives, identifying targets, cold-calling, and networking
- Make significant outbound calls and emails daily to engage new accounts
- Delivering live and web-based presentations and demo sessions to prospective clients
- Using a consultative sales approach to identify customer challenges and offer solutions that match Protecht.ERM offerings
- Leading a pipeline and moving prospects through the sales cycle, using Salesforce to log and track your activities and opportunities
- Achieving and exceeding established monthly, quarterly and annual sales goals
- Developing and staying current on knowledge of products and trends in the risk and compliance markets
- Improving personal skills through internal training and own efforts
- Subject to success, building a world class sales team to drive growth in the UK and European markets.

Compensation & Benefits:

- Competitive base salary (based on experience)
- Uncapped commission structure
- Opportunity to build up and lead the Protecht UK business

Qualifications:

- Bachelor's Degree or equivalent experience
- 5-7 years successful experience in sales
- Known to work directly with various levels of clientele, especially C-level executives
- Demonstrated track record of handling longer and complex sales cycles from prospect to close
- Proven eye for business with the ability to understand your client's business objectives and goals
- Talent for cold calling with significant "phone stamina"
- Ability to own an opportunity pipeline as well as multiple priorities and deadlines
- Persistent, high-reaching and able to handle sales objections with ease
- Excellent interpersonal, verbal and written interpersonal skills
- Strong desire to succeed as an autonomous individual.

To apply for this role:

- Go to our website <https://www.protecht.com.au/about/work-with-us> and complete the "I want to join the team" form. To be considered for this role when completing the form please enter "Protecht.ERM UK" In the "How did you come to hear about Protecht" field.