

Perfect Portal Business Development Manager (North)

Job Description

To acquire new Perfect Portal business within conveyancing law firms, achieve and exceed sales targets, build and develop great client relationships and help provide outstanding service.

Perfect Portal is an exciting Global Software Company based in Churchtown, Southport, London and Australia. We are expanding our Sales Team and are looking for a BDM to maximise New Business Sales within the North of England.

Responsibilities

- To identify potential new Perfect Portal clients and create account plans to win these.
- Maintain a high level of varied sales activities to create and develop a rolling pipeline of opportunities that convert to new business wins.
- Develop new growth opportunities with prospective clients, through online demonstrations. Where face to face are required, prospects passed to regional BDM's.

Competencies

- **Sales**
Flexible, adaptable, self-motivated, target driven, persistent, and resilient. Goal oriented with ambition and determination to succeed.
Strong questioning skills, ideally with some formal sales training, ability to challenge the status quo and seek 'win win' solutions.
Ability to manage a busy diary effectively.
Willingness to take part in nationwide events when required.
Prior experience of B2B sales, with exposure to legal sector advantageous.
- **Service**
Able to craft and apply the highest service levels that meet customers' and own organisation's needs; using appropriate interpersonal skills and techniques to resolve difficult customer situations and retain customer confidence.
- **Communication**
Able to clearly and succinctly convey information and ideas to individuals and groups in a variety of situations; communicating in a focused and compelling way that drives others' thoughts and actions.
- **Customer Focus**
Supporting customers during the on boarding of Perfect Portal service and subsequent handover to Client Account Manager; Seek client feedback and take appropriate actions; resolving difficult issues in a timely and professional manner; take responsibility for initial customer satisfaction.

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- **Relationships**

Using appropriate interpersonal styles to establish and develop effective long term relationships with customers and internal partners, notably Client Account Manager; interacting with others in a way that promotes openness and trust and gives them confidence in one's intentions.

- **Business**

Gravitas and credibility to be identified as a trusted partner/adviser to your clients. Able to recognise business opportunities for both clients and Perfect Portal and add value to support the achievement of these. Convey a firm understanding of the customer's business and political drivers and align these with our services.

Job Fit

- Target driven
- Self-reliant
- High Achiever
- Excellent relationship building skills
- Autonomous, responsible and accountable
- Flexible, willing to travel
- Ability to sell online and by telephone

Key Attributes

Ideally you will have:

- Demonstrable New Business Sales success
- Strong time management and high energy to maintain required level of sales activities
- Stable career background
- A desire to develop and learn from and be mentored by experienced industry professionals within Perfect Portal.
- Excellent phone manner and communication skills
- Great team player, with a passion and desire to make a difference
- Loads of initiative and ability to work autonomously
- Outstanding communication and presentation skills and a strong desire to build long term business relationships
- Ability to develop quick and strong rapport
- Attention to detail and follow-up/ Process driven and takes ownership
- Computer literate, including Microsoft Word, Excel, and PowerPoint. Salesforce would be advantageous.
- General understanding of the Legal and Conveyancing industries
- Full driver's license