

## Job Title: Sales Executive

Location: UK  
Role Type: Permanent  
Job location: Rickmansworth & London Offices, plus travel to client offices

### About Sagacity

Sagacity Solutions launched in August 2005 offering consulting solutions to large blue chip organisations within the mobile telecommunications sector in the UK.

Over the last 10 years Sagacity has evolved into a specialist data solutions provider owning and solving complex technical and business change initiatives in a practical and hands-on way. Our industry expertise has grown to include utilities and financial services and we now have experience in a range of different geographies including Ireland, Poland, India, Turkey and Australia.

Sagacity's specialist data solutions have been developed as part of our QTOX® Software Range which comprises of 3 key components; Data Quality, Revenue Assurance and Customer Value Management. Our data solutions are delivered through a combination of QTOX® software and Sagacity's business delivery capabilities to provide our clients with bespoke solutions to address their specific business needs.

Our unique product and service offering is portable across a wide range of industries, business sectors and both established and emerging markets.

### Responsibilities

Working as part of a small team, providing support for the Business Development team and the CEO, you will be a flexible and self-motivated individual with strong, demonstrable administration experience, ideally from working in a Business Development function. Principal responsibilities will involve:

- Supporting the definition and implementation of the business development strategy in accordance with Sagacity's Business Plan
- Successful achievement of sales goals
- Development of industry knowledge for our core sectors; Telco, Water, Energy and Financial Services
- Review and validation of client business challenges to assess root causes
- Application and customisation of Sagacity solutions to address the client needs
- Creation of appropriate business cases and return on investment models that detail the business benefit delivered
- Demonstration of Sagacity solutions and the responsibilities
- Research & Identify potential new customers and opportunities working closely with the senior management team
- Adhere to Sagacity's policies and procedures throughout the sales engagement journey including:

- Preparation of Sales Proposals for new and existing clients
- Preparation of Statements of Work for new and existing clients
- Preparation of Bids and Tenders (as part of formal procurement processes)
- Attendance at and presentation to potential clients as part of the sales process
- Ensure pro-active follow up is made following a successful sales pitch
- Raise the necessary paperwork for internal and client approval following a successful sales pitch including Contracts, NDAs and Statements of Work
- Support the continued development of sales material and demonstration tools
- Establish and maintain relationships with new and existing clients to ensure contracts, purchase orders and statements of work are signed and returned
- Managing and maintaining a pipeline and ensuring all sales administration is kept up to date
- Involvement in internal sales meetings
- Design and deliver Business Development Presentations
- Work with the Marketing department on campaign material and manage inbound responses from campaigns
- Co-ordinate and prepare for client innovation days

## Requirements

### Competencies

You will have excellent communication, planning, prioritisation and organisational skills. You will demonstrate strong commercial awareness, which promotes and protects the interests of both Sagacity and our clients alike. Key competencies and requirements include:

- Excellent planning, reporting and organisation skills
- Clear and transparent communication
- Delivery and deadline driven
- Client relationship management
- Logical and structured approach
- Critical thinking and problem solving
- Decision-making
- Team player, approachable, likeable
- Trustworthy
- Adaptability
- Accountability, effectiveness
- Stress tolerance
- Presentable, professional, punctual
- Flexible to work across two locations

### Education, Training & Experience

You will have worked in a similar role and will have developed strong organisation and planning skills. Ideally, your administrative skills will have been developed in a business development team

You will have strong MS Office skills and will be very comfortable working social media tools such as LinkedIn, Facebook and Twitter to engage clients, contribute to debates and professionally represent Sagacity

Experience working within a larger Company would be of interest, but you should also be able to adapt to working in a small team, where priorities can change rapidly and where the Company is developing new processes and procedures to bring greater structure and operational rigour

You must have excellent communication skills, both written and oral, and be very comfortable interacting with all people at all levels across the Sagacity team and with our Client contacts

## People at Sagacity

Success in any business is ultimately about its people; their skills, personality, attitude, qualities, dedication and enthusiasm. We recognise the value of our people and their commitment to working together as a team, but equally between ourselves and our clients.

Our consultants are often personally recommended and undergo rigorous screening to ensure they share the qualities that are integral to our business. They naturally have an outstanding level of skill in their areas of expertise, many with significant operational experience within our key industry sectors.

### **At Sagacity we:**

- believe working with our clients, in collaboration, delivers better results
- coach & mentor our clients' teams so our solutions live on after our assignment ends
- believe in delivering benefits as we go along

If you would like to join a unique working environment, with a sociable culture, where work is done a little bit differently – and we believe '*better*' - then we look forward to hearing from you!