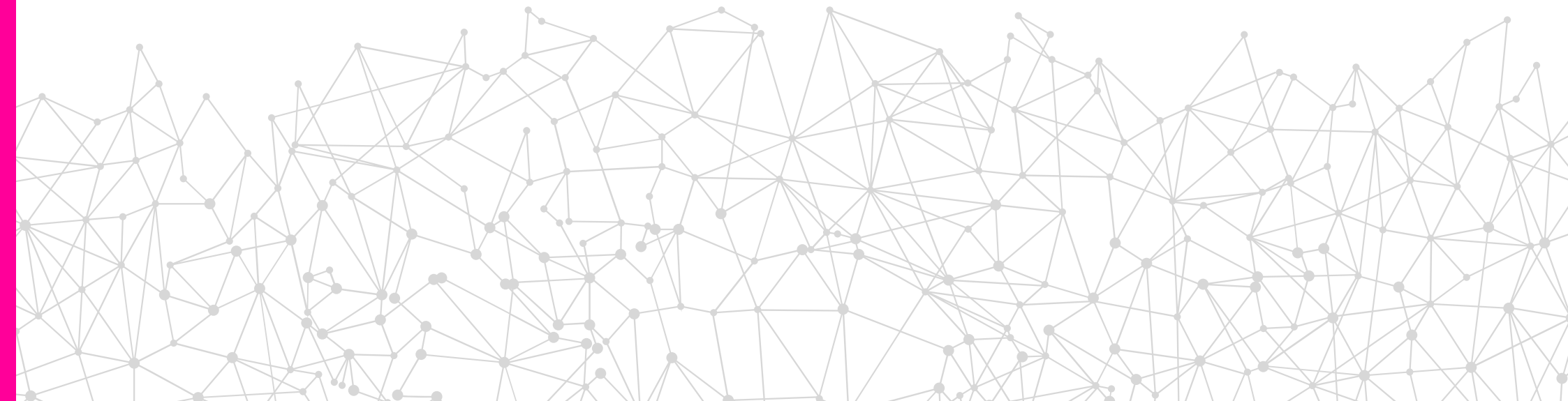


Business Development Manager - Telcos & Media

Location: UK

Role Type: Permanent - full time

Job Location: Hybrid working - minimum 2 days a week in our London office



About Sagacity

Data makes the world go round. Every day, we generate it, use it, consume it, and demand it. At Sagacity, we are all about the intelligent use of data. We work with some of the country's leading brands to support them in making wise decisions powered by data. We help them transform their customer data into a structure they can use, enabling them to improve it, make sense of it, and drive value from it.

Founded in 2005, we are a customer-centric business with a World Class +82 Net Promoter Score. We believe data should be at the heart of every company. While we are sector agnostic, primarily our clients are in the water, energy, telecoms, financial services, charity, and retail sectors. We help them improve their customer prospecting and marketing, customer management, billing, collections, and retention over the lifetime of the customer.

We have delivered consistent success and ROI for our clients through new customer acquisition, customer management, onboarding, and ongoing development, to ensure every consumer is treated like an individual.

Data can reveal the full picture and we join the dots.

Why We're Looking...

In short, we are growing. Not only growing the number of clients we work with, but also what we do for them. Effectively, we are a data solutions company, using data to transform and solve business challenges. We provide data, analytics, solutions, advice, and consultancy as an extension of their team. Whether it is for new customer acquisition, customer onboarding and management, revenue management, value driving or customer retention, there's always an opportunity to improve what they do.

We support clients in multiple sectors, within each we have an enviable portfolio of existing clients utilising our broad range of services to solve their problems. One of our key sectors is telcos & media, where we already work with some of the UK's biggest and best-known brands, with some amazing case studies and examples of how we have supported these businesses helping their customers.

Reflecting our ambition, we are looking for an experienced sales professional to join and be a key player within our new business sales team leading the water and energy sector, growing the client base and extending our footprint within our existing accounts. This is a fantastic opportunity to make a real difference, helping our clients find solutions to some of their most pressing challenges.

The person we are looking for will help find new prospects, develop and build relationships with key individuals and then provide solutions to their problems. At Sagacity, we believe there is no problem that can't be solved by data analysis and great people – and you could be the person to help us find and solve some of those problems within some of the UK's biggest brands. We are looking for someone who is creative, inquisitive and tenacious but also fun and engaging and who is keen to meet new people and build excellent relationships.

Responsibilities

Principal Responsibilities will involve:

- A track record of winning and developing high-value prospective accounts
- Experience and a network of contacts across the telecommunications and/or media sectors
- Lead the entire sales process from lead generation to closure
- Owning a target and delivering against it
- Identifying new client opportunities to develop a sales pipeline
- Working closely with clients on a consultative basis to understand their requirements, define solutions, and create compelling propositions
- Showing commercial ability in terms of negotiating contracts and commercial agreements
- Working with internal teams (insight/solutions/operations/development) to ensure we develop strategies which maximise opportunities
- Attending networking and industry specific events

Skills Required

- Experience in the telecommunications and/or media sectors
- Successful track record leading complex high value customer relationships
- Experience in selling into enterprise organisations
- Previous experience selling Consultancy or data driven solutions is preferred
- Strong communication skills, experienced presenting to senior key decision makers
- Experience in negotiating and agreeing contracts
- Ability to build relationships and develop strategic partnerships
- Track record of meeting and exceeding targets
- The ability to thrive within a sales environment

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.

At Sagacity, we:

- believe working with our clients, in collaboration, delivers better results
- coach and 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!