POSITION DESCRIPTION

Position Title: Business Development Manager	**Direct Manager:** Sales Manager

WHAT YOU'RE HERE TO ACHIEVE

The Business Development Manager (BDM) is responsible for developing and executing agreed business growth strategies across multiple verticals. This includes identifying, qualifying, and nurturing profitable, long-term relationships with Enterprise end users, and key influencers. The BDM will also negotiate and close deals while ensuring alignment with agreed business objectives, working closely with Business development and Solution managers

WHAT YOU'LL BE DOING

Key Accountability	Outcomes/ Expectations
Contributing to strategic growth: *Contribute to the development and execution of the growth strategy for the region that achieves company sales goals and profitability*	- Provide a strategic and commercial focus to contribute to developing the Business Plan for the region - Achieve monthly and quarterly Business Plan goals to influence profitable growth - Analyse market trends and industry developments to inform growth strategies that balance delivering on short-term goals, while creating sustainable long-term unique business value for customers - Maintain a watching brief on competitors. Understand threat to Security and factor into business tactics plus feedback to Security product management and marketing (e.g.: pricing, new product or features, service etc.) - Recommend strategic business alliances and feedback to management - Prepare and implement regional / major account sales plans that are consistent with Security business strategies. - Lead from a position of insight and trust to assist clients in development and strategy - Manage key relationships with complex corporate accounts (key enterprise clients) to drive sales growth through effective communication, collaboration, and strategic planning

Driving new business development:
Excel at prospecting, generating leads, and closing deals to expand geographic and vertical reach within region
	• Drive new business within region and expand existing relationships in key verticals
	• Identify and cultivate relationships with key industry influencers
	• Build the Security business/personal profile in targeted vertical sectors.
	• Broker and facilitate best fit client / partner relationships
	• Lead end-user business development
	• Support contract renewals, pricing agreements, and service level agreements to ensure profitability and client satisfaction.
	• Perform sales presentations for end user clients
	• Work collaboratively with technical experts to ensure sales opportunities are maximized, including but not limited to:
	  o Provide product presentations to potential end- users.
	  o Tender timely response to RFI's, RFQ's, and customer requests
	  o System designs and integrated solutions.

Innovation: *Continue to identify ways to innovate and improve what we do and how we do it*	• Stay updated on industry trends and emerging technologies within the IT and Security sectors • Embrace new thinking to meet untapped customer needs and unlock growth • Network widely to challenge your thinking and gain new insights and ideas to help drive success
Team Building & Performance: *Contribute to creating positive team dynamics through open communication, collaboration, and a supportive attitude to achieve shared goals*	• Assist and participate with cross training of other team members as required • Work effectively within the team in a collaborative, communicative manner • Assist all Gallagher team members to maximise group delivery • Focus on Continuous improvement and making current processes better • Be prepared to share knowledge and experience to all team members both individually and at team meetings to assist the team meet overall objectives • Demonstrate the ability to work independently and as a member of a team • Continue to improve knowledge of Security products and services and confidence in the Security business

Including any other duties not specified that may be required to complete the role, and as requested by the Reporting Manager.

HOW YOU'LL BE DOING IT

Qualifications and / or Experience:
- Minimum 5 years of proven experience in B2B sales, ideally within technology / security industry
- Solution selling experience with the ability to grasp and communicate complex technical concepts

Skills / Competencies:
- Communicate effectively and take lead on complex projects through completion.
- Analytical mindset with the ability to interpret data and make strategic recommendations.
- Proficiency in CRM software and Microsoft Office Suite.
- Ambitious, and results-driven with a track record of achieving and exceeding targets.
- Ability to work collaboratively in cross-functional teams.
- The highest level of integrity, honesty, respect, and accountability in all that you do, every day.

Security Core Competencies

- Customer focused
- Emotional intelligence to work well with a range of different stakeholders (internal and external)
- The ability to work under pressure to strict deadlines, and prioritise in a timely manner
- Strong written and oral skills, ability to communicate to a variety of customers in a variety of ways
- Attention to detail, highly accurate and possesses problem solving skills.
- A willingness to work in a "team" environment, a team player with a "can do" attitude.
- A friendly and outgoing attitude to internal and external customers.
- A lateral thinker who is open to change, flexible in roles and meeting changing business needs.

KEY PERFORMANCE INDICATORS

Revenue
- Sales versus budget/forecast
- Gross margin generated versus budget.
- Increase in tenders won
- Increase in projects won (base sales)

Territory Management
- Maintain and develop an up-to-date customer call list
- Client retention
- Promotion and management of Care Plan within the territory
- Grow and develop a network of end user's customers to grow the sales revenue within territory.
- Activities completed versus plan
- Evidence of ongoing growth indicators
- New vertical sector penetration

Reporting
- Regular and detailed input into CRM and SAP database
- Timely return of all requests, weekly and monthly reports as required by management
- Timely and accurate demand forecasting

Protect what matters most.

Our purpose and our values apply to our extended Gallagher family including our employees, customers, partners and community.

We are creative problem-solvers
Our rich pioneering history inspires us to think differently.

We build lasting relationships
We treat everyone with integrity, and value relationships that inspire and empower us.

We trust one another
We build this through consistency, compassion, excellence and honest communication.

We respect all voices
We harness the power of different backgrounds and experiences to create exceptional outcomes.

We help each other to grow
Our curiosity and thirst for learning helps us reach lofty heights.

We're committed to a better tomorrow
Our practices, behaviours and processes are good for us all and for our planet.

We share knowledge freely
We're a global community that sees collaborative information flow as a super power.