

JOB DESCRIPTION: SENIOR BUSINESS DEVELOPMENT MANGER (UK BASED / REMOTE)

Job title	Senior Business Development Manager
Reporting to	Sales & Marketing Director
Location	Remote with occasional travel to clients and industry events and Nottingham HQ as required
Employment basis	Full time, permanent
About Arum	<p>Arum has been helping organisations deliver better debt outcomes for more than 25 years across 20 global territories. The company provides clients with independent advice and practitioner support across collections & recoveries.</p> <p>Whether choosing or implementing collections technology, navigating digital business transformation, or improving customer treatments to achieve better outcomes, Arum experts are trusted by leading brands across financial services, utilities, and telecommunications as well as public sector organisations.</p>
Purpose of role	<p>As a Senior Business Development Manager, you will be responsible for generating and closing new business opportunities with new clients in your 'territories' across Financial Services, Utilities & Telco, Healthcare and Retail in order to hit / exceed your targets.</p> <p>We are looking for candidates that can support our UK and International focused growth strategy and as such would like to speak with candidates that have existing networks and market knowledge in the UK, North America & Canada, APAC (Australia and New Zealand primarily) and Europe.</p>
Responsibilities	<ul style="list-style-type: none"> • Deliver against / exceed stretching sales objectives. • Research and originate new logo business opportunities from your target addressable market. Drive and manage new business conversations, deliver sales presentations to up to C-level. • Own and manage the entire proposal process from commencement to submission. Partner with key lines of business to create innovative and compelling solutions to present to prospects. • Understand and clearly communicate prospect requirements to internal teams. • Work closely with the delivery teams to ensure optimal solutions can meet / exceed expectations, and Arum's commercial returns. Work with the Delivery team to ensure we have the right resource profile to deliver these opportunities. • Own and manage the securing of Arum approval for all proposals and pricing per and within guidelines. • Coordinate and actively manage contract negotiations that deliver best value for Arum.

	<ul style="list-style-type: none"> • Develop and execute strategic and tactical sales plans to enable sales targets to be met / exceeded • Ensure Hubspot CRM system & pipeline reporting fully updated. • Be the prospective client's voice within Arum. • Leverage senior Arum Group personnel to support sales opportunities and where relevant the wider Arum team to create and deliver innovative solutions that meet prospective client need. • Work closely with the Sales & Marketing Director and contribute to the overall achievement of Arum's Sales strategy and team objectives. • Represent Arum at Industry events and act as ambassador for Arum. • Work collaboratively with team members including the Marketing team on appropriate marketing initiatives and campaigns. • Adhere to the requirements of the ISO 9001, 14001, 45001 and 27001 management systems.
<p>Key skills & experience requirements</p>	<p>Experience</p> <ul style="list-style-type: none"> • Strong direct prospecting and qualified lead generation skills • Demonstrate a proven track record in business-to-business solution-selling, and complex, client focused environments from the Collections & Recoveries industry (Essential) • Have a network of warm relationships at decision-maker / influencer level within the Collections and Recoveries & Cred Risk industry (Essential) • Experience securing and leading C-level meetings and sales presentations with prospective clients and closing deals using a consultative-selling approach at both mid and higher management levels. • Experience of selling professional services is desirable <p>Skills & Requirements</p> <ul style="list-style-type: none"> • An out and out hunter that relishes end to end new business origination through to deal closing • Outgoing, ambitious, confident and self sufficient • Formally trained in solution / consultative selling. • Ability to write compelling Client Proposals and Executive Summaries • Gravitas, authority and highly articulate • Analytically capable. <p>Knowledge of the Credit Risk, Collections & Recoveries Industry would be advantageous having a network of existing senior relationships and contacts within the US Collections & Recoveries Industry would be highly advantageous.</p>

Rewards	<p>This is an exciting opportunity to work for a fast-growing thought leader with a unique value proposition in the consulting & technology space which is passionate about helping clients to improve debt outcomes for them and their customers</p> <p>The successful application will receive a competitive salary, commission plan, pension, life assurance and other benefits including Private Medical Insurance, Private Medical Cash Plan and access to Perkbox savings.</p>
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