

New Business Sales Manager

Riskex has enjoyed year-on-year growth for more than 20 years and is now looking to accelerate growth by expanding the commercial team. As a result of these plans, we are now looking for a target-driven, dynamic and experienced New Business Sales Manager with a working knowledge of either the SaaS technology or Health and Safety sectors, to join the team. This important role is primarily based in our Milton Keynes offices.

As a key member of our commercial team, you will be responsible for driving the growth of our New Business sales by selling our software-as-a-service (SaaS) solutions to new clients. Our ideal candidate is someone who thrives in a fast-paced environment, is passionate about technology, and has a proven track record of exceeding sales targets.

The successful candidate will have a deep understanding of the sales process, strong analytical skills, and is comfortable with a dynamic work environment. An important part of this role will be the ability for you to carry out live, online demonstrations of our software solutions and so being able to ascertain the specific client needs and identify how our product features translate into benefits will be key in planning demonstration requirements.

You will be tasked with identifying new business opportunities, taking full responsibility for managing the entire sales cycle, from lead generation to closing deals and ensuring a smooth new client mobilisation process. The successful candidate will possess excellent communication and negotiation skills, a strong understanding of SaaS products, and the ability to work independently as well as part of a team.

Your role will involve working cross functionally with both commercial and technical colleagues to ensure that our offerings meet the needs of our clients and stand out in the competitive market. You will be expected to develop and execute sales plans and stay updated on industry trends to effectively position our products.

At Riskex, we believe in fostering a supportive and collaborative working environment where every team member is valued and empowered to succeed - join our team and be a part of a company that truly cares about its employees' well-being and success. If you are a motivated self-starter who thrives in a target-driven sales environment, we would love to hear from you.

Key Responsibilities & Critical Success Measures

- Identify and pursue new business opportunities.
- Build and maintain strong relationships with prospective clients.
- Develop and execute sales plans and campaigns.
- Conduct market research to identify trends and opportunities.
- Manage the entire sales cycle from lead generation to closing deals.
- Carry out live, online demonstrations of our software solutions
- Collaborate with commercial and technical teams to align our products with emerging market needs.
- Meet and exceed sales targets and KPIs.
- Prepare and present sales proposals and presentations.
- Handle customer inquiries and resolve issues promptly.
- Collaborate with the commercial team to develop sales tools and marketing materials.
- Negotiate contracts and agreements with new business clients
- Ensure compliance with company policies and procedures.
- Maintain all records related to your activity within the Riskex CRM system, following all processes consistently, accurately and to a high standard.

Job Description

- Build and maintain product knowledge: understand the business and technical problems that our solutions address. Stay current on the Riskex product roadmap, understanding the features and functionality of all product modules and packages, and how these are applied to address client needs.

Candidate Profile

- Bachelor's degree in business, Marketing, or a related field.
- 3+ years of experience as a New Business Manager or a similar role.
- 3+ years proven track record of achieving sales targets
- Solid understanding of SaaS products and industry trends.
- Strong presentation skills.
- Excellent communication and negotiation skills.
- Strong analytical and problem-solving skills.
- Ability to build and maintain strong relationships with prospective clients.
- Experience with CRM software and sales analytics tools.
- Strong negotiation and sales closing skills.
- Willingness to travel for client meetings and industry events.
- Ability to work independently and as part of a team.
- Strong organisational and time management skills.
- Ability to work in a fast-paced environment.
- Proficiency in Microsoft Office suite.
- Experience in the health and safety market is a plus but not a prerequisite.
- Teamwork and collaboration – high sense of ownership and urgency to get the job done.
- Comfortable with using technology to demonstrate products.
- Proactive, motivational, tenacious, committed and hungry to succeed.
- Strong communication and influencing skills, comfortable leading meetings.

About Riskex

Ground-breaking innovators of cloud-based software since 2004, Riskex delivers the market-leading Health, Safety software brands – AssessNET. Based in modern offices in Milton Keynes, we support organisations across the UK and globally to reduce risk by streamlining compliance processes, gathering better safety data and providing total visibility on the performance of risk management initiatives at a strategic level.

We are an established business with a strong financial base but have the agile mindset of a start-up. Having proven our technology in a highly competitive landscape, we now want to scale our business to move to the next level.