Job Description

Business Development Manager

- Up to £55,000/annum depending on experience + uncapped commission and bonus
- MK14, Great Linford, Milton Keynes
- This is primarily an office-based role, with occasional travel across the UK to visit prospective clients.

Riskex has achieved year-on-year growth team, you'll own the full sales cycle—from prospecting to close and onboarding—selling our SaaS solutions to new clients. You thrive in a fast-paced setting, create your own pipeline from day one, and consistently exceed targets.

The successful candidate will have a deep understanding of the sales process, strong analytical skills, and is comfortable with a dynamic work environment.

Key Accountabilities:

- **Pipeline Development:** Identify, qualify and pursue new opportunities to maintain a robust sales funnel.
- **Full-Cycle Sales:** Lead prospecting, needs analysis, live demos, proposals, negotiation, closing and client onboarding.
- **Technical Presentations:** Deliver tailored online demos, translating features into clear business benefits.
- **Campaign Delivery:** Execute targeted outreach based on market insights to drive lead generation.
- **Stakeholder Collaboration:** Work with commercial, product and technical teams to refine solutions and sales materials.
- **Contract Management:** Negotiate terms balancing client value with company profitability.
- **CRM Discipline:** Log all activities, updates and interactions accurately—100% CRM hygiene.
- **Product Expertise:** Stay current on Riskex's product roadmap, features and use cases.
- **Market Knowledge:** Monitor Health & Safety industry trends and evolving client priorities.

Success Metrics:

- **Consistently exceed quarterly sales targets and conversion KPIs.**
- **High demo-to-proposal conversion rate.**
- **Campaign-driven pipeline growth.**

Ideal Candidate Profile:

- **Experience:** 3+ years in new-business SaaS sales or business development; proven record of exceeding New Business Sales targets.
- **Technical Acumen:** Solid understanding of SaaS models and confident demo delivery.

- **Sales Skills:** Skilled at prospecting, pipeline management, negotiation and closing complex deals.

- **Business System Savvy:** Proficient with CRM systems, Excel and PowerPoint and delivering meetings and demos via MS Teams.
- **Personal Attributes:** Highly organised, proactive, tenacious under pressure; an independent self-starter who excels in teams. Independent self-starter with strong analytical and problem-solving mindset.
- **Mobility:** Willingness to occasionally travel UK-wide for client meetings and events. Health & Safety sector experience is a plus but not essential.
- **Stakeholder Engagement:** Exceptional presentation, communication and influencing skills. A strong negotiator with a track record of winning new logos and steering complex contracts to close.

About Riskex:

Since 2004, Riskex has pioneered cloud-based Health & Safety software (AssessNET) used by organisations across the UK and globally. Based in modern Milton Keynes offices, we help clients streamline compliance, capture better safety data and gain strategic visibility over risk management. We combine financial stability with a start-up mindset—and now we're scaling to new heights.

Employee Benefits include:

- Competitive salary plus bonus and commission opportunities.
- 21 days' holiday (rising to 25 with service).
- Complimentary office refreshments and fresh fruit.
- Confidential Employee Assistance Programme.

Join Riskex's friendly and collaborative team where your success—and well-being—matter. If you're passionate about technology, driven by targets and ready to help shape our growth, we'd love to hear from you!