

Current vacancy: Business Development Manager

Location: Remote Based (With frequent international post-covid)

Salary: Up to £60,000 + Commission + Excellent Benefits

Job type: Fulltime/ Permanent

About Activ8

Activ8 Intelligence has been pioneering technology in people analytics for over 15 years. Today, our partners include some of the world's leading providers of HR technology who combine our product, illumin8HR, with their own portfolio to grow and retain their HR revenues.

Through our unique business model, we bring together the product innovators and visionaries from our partner network, feeding in their ideas, experiences and inputs, to shape an award-winning people analytics product in this rapidly growing market.

For our partners, we are an extension of their product, commercial and operational teams, helping to achieve their growth strategy and tell their own people analytics story.

The Role

Activ8 is looking for a high-energy, dynamic Business Development Manager to forge and expand our relationships with some of the world's leading providers of HR technology.

Building on the success of selling our people analytics software to HR and payroll providers in the US, UK and rest of Europe to date, Activ8 Intelligence is looking for a successful and naturally entrepreneurial individual to lead and drive new partnership and reseller sales globally.

You will be on the frontline of Activ8's growth plans, generating sales leads, building a credible pipeline and developing multilevel relationships with international HR tech clients.

The Person

This role is perfect for a HR-tech savvy Business Development Manager looking to extend their sales career and able to demonstrate an excellent working knowledge of the HR market.

You will have proven and successful business development experience in the SaaS HR Tech environment, developing opportunities from scratch, with the ability and preparedness to perform your own prospecting and lead generation activity using your network and social media.

With a business start-up approach, you will thrive in the challenging, fast-paced environment of a small, business, have a passion for developing and expanding client relationships, and possess the hunger to create new opportunities for Activ8.

Key tasks

Work with marketing to drive and deliver a lead generating plan

Develop deep knowledge and understanding of prospect base

Build key multi-level relationships across the prospect base, including C-suite

Build a credible pipeline that is 3-4x sales target

Lead bids, pricing models, commercials and contracting for new reseller and partner sales

Produce and deliver compelling proposals, presentations and webinars

Manage sales process Inc. pipeline and KPI reporting

Represent Activ8 Intelligence at trade / online events

Develop deep understanding of competing products

Develop relationships with market influencers and analysts

Location:

his position is currently remotely based. Post-Covid, regular international travel to prospect meetings and trade events is expected.

The Benefits

We believe that working life should be a happy and healthy one, with the opportunities available that you need for continuous development.

We offer our staff a wide variety of company benefits as well as the chance to get involved in a range of company organised events – from physical challenges to bi-annual staff away days, and social events. This has included virtual events throughout 2020.

Our benefits aim to promote a healthy work/life balance, supporting not only your career, but also your home and family life.

How to apply

If this sounds like the right role for you then please follow the steps to make your application.

Activ8 Intelligence is committed to creating a diverse and inclusive environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment regardless of race, colour, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status. We pride ourselves on being a place where we can all be ourselves and succeed on merit.

Thank you for your interest in joining Activ8.