

Job Description



Job Title: Dynamics GP New Business Sales Consultant
Reports to: Managing Director

Objective of Role:

To deliver sales revenue in support of Microsoft Dynamics GP and associated Microsoft technologies

Primary responsibilities:

- Achieve agreed revenue target and margin contribution
- Proactively identify and target new business opportunities
- Develop appropriate sales and business development strategy
- Ensure accurate and timely monthly sales reporting and forecasting
- Production of professional and effective sales proposals
- Establish and maintain effective relationships with the Senior Management team, Business Development and other key departments (e.g. Marketing, Customer Services) to meet business objectives
- Adherence to systems and procedures to support sales cycle
- Establishment and use of sales best practice rules

Position Requirements:

- Experience, knowledge and ability to demonstrate financial business systems and software, Microsoft Business Solutions essential
- Exceptional large-scale assignment, team & client management ability
- Extensive business management experience
- Preferable - business development background with complete business development cycle experience, i.e. identify opportunities, managing proposal process, selling, negotiating, managing the client, and delivery of the solution. However, those with Pre-sales, Consulting or Support backgrounds may also apply.
- Understanding of the procedures required to monitor and control the sales cycle
- Proven record of development and maintenance of senior level contacts within client organisations
- Demonstrated a commitment towards continuous professional development
- Uses consultative business development techniques
- Degree qualified (or at least 5 years experience in a Service Organisation at a management level) and other higher level qualifications

Personal Characteristics/ Qualifications:

- Excellent 'Board level' presence
- A tenacious & proactive sales individual
- Good Client negotiation skills
- Professional credibility
- A highly self motivated individual
- Ability to express ideas clearly, concisely and confidently (written & oral)