



**ROLE:** **Business Development Manager**

**REPORTING TO:** **Head of Sales**

**LOCATION:** **England**

**THE ROLE:**

Thrive is offering a unique opportunity for a commercially driven Business Development Manager with a proven track record in B2B sales to make a big impact on the commercial future of this small business in the 'tech for good' space.

Thrive is a market leader in the UK in Corporate Social Responsibility and Sustainability software and is currently experiencing strong growth based on new regulatory requirements – see [www.thrive-platform.com](http://www.thrive-platform.com)

The role will suit someone who thrives on business growth; wants to establish themselves and their business as a visible and highly regarded player in their market; and enjoys playing a pivotal role in a small agile team.

If you want to help create tech for good and help customers to support their societal and environmental goals, then Thrive is right for you.



#### KEY RESPONSIBILITIES:

- Work with the Head of Sales to help define commercial objectives and targets
- Co-ordinate with marketing to ensure sales campaigns are aligned with marketing campaigns
- 'Own' your own sales funnel from incoming enquiry to close
- Lead a high volume of on-line product demos
- Provide regular reporting and feedback to other parts of the business on customer and market requirements

#### ESSENTIAL CRITERIA:

- At least 5 years experience in B2B product sales
- A history of 'owning' a sales funnel
- Be a detailed record keeper
- Experience of selling to both senior executives and mid- managers, remotely and in-person
- Willing to travel (limited travel requirement within the UK)
- Willing to travel to head office in Belfast monthly/every 2 months

#### DESIRABLE CRITERIA:

- Experience of selling B2B SaaS software solutions
- Experience of selling to both private and public sectors
- Experience of giving online demos
- Experience of using cloud-based CRM systems
- Experience of attending and presenting at conferences



## BENEFITS OF WORKING WITH THRIVE

- Up to 10% annual bonus based on company performance
- Uncapped commission
- Company pension contribution
- Monthly 'wellbeing benefit' payment
- Flexible working: remote or in the office