

## Business Development Director

DEPARTMENT:	Sales
LOCATION:	London
REPORTS TO:	Chief Revenue Officer, UK & EMEA
RESPONSIBLE FOR:	No direct reports

Are you looking to combine your extensive business development skills with the opportunity to be part of a fast growing, leading software and technology company for commercial real estate?

Do you want to be part of a culture that lives by their values and is cheering for your success? At essensys, we are driven by ambition, encourage and reward bravery and know that to truly succeed collaboration is at the heart of what we do. We like to stand out, do things differently and challenge the norm. We value people with different perspectives, who can be innovative as well as deliver.

With rapid growth expansion plans, this is an opportunity to have autonomy in your role as a Business Development Director as part of our UK and EMEA team. This role will be critical to our success.

### WHAT WE DO

essensys is a leading global technology company for commercial real estate. As an intelligent digital backbone, our platform is designed to solve the complex operational challenges faced by landlords and flexible workspace operators.

essensys delivers a simple, secure and scalable solution that helps our customers to create digitally enabled buildings and spaces portfolio-wide, to deliver seamless experiences, and realize smart building and ESG ambitions.

We simplify network management, reduce operational complexity, provide enterprise-grade security, deliver on-demand digital services and access the data and insights to drive success.

Founded in 2006 and listed on the AIM market of the London Stock Exchange since 2019, essensys is active in the UK, Europe, North America and APAC.

### ABOUT THE ROLE

The role will include but is not limited to:

- Identifying and influencing key decision-makers and stakeholders at the highest levels within accounts, creating awareness and building client relationships

- Conducting proactive sales activities, including needs assessment, proposal presentation, deal negotiation and closure
- Understanding the customer's needs and establishing essensys' product as the best solution that solves the customer's challenges
- Ability to manage complex sales cycles with multiple stakeholders in the decision making process
- Managing sales pipeline to ensure timely and accurate forecasting in Salesforce
- Achievement of Monthly Recurring Revenue figures and KPI targets
- Working closely with the Product, Development and Technical teams to review prospects' requirements and influence our roadmap
- Explaining technical, design and security aspects of our product to prospects by presenting customized demos of essensys' products
- Working with Product and Engineering teams to produce bid documentation and handling technical RFP responses
- Ensuring a seamless customer experience post-conversion
- Working with the broader business development team to increase brand awareness and market visibility

## REQUIRED SKILLS & COMMERCIAL EXPERIENCE

- Extensive proven work experience in a sales/business development role at an enterprise SaaS / Co-Working company
- Experience building partnerships with landlords, property management firms and facilities managers specifically within the office sector
- European language would be desirable
- Understanding basic network infrastructure language and configuration
- Experience with self-sourcing high-quality leads
- Track record of overachieving sales quotas and metrics
- Experience in customer needs assessment, sales opportunity development, account profiling, and long-term account strategy
- Understand the competitive landscape and client/industry needs and challenges to effectively position our solutions most effectively
- Skilled communicator and presenter, able to convey technical concepts to technical and non-technical audiences

## APTITUDE AND PERSONAL QUALITIES

- Interest in Real Estate, PropTech and SaaS
- Self-starter and someone who does not need to be told what to do but knows what it takes to win
- Detail oriented and analytical
- An entrepreneurial spirit, including a relentless work ethic and high degree of self-motivation
- Ability to excel in a fast-paced, scale-up, hands-on environment

- Strong communicator and a team player
- Commercial mindset with creative problem-solving skillset

To apply for the role, send your CV to [hr@essensys.tech](mailto:hr@essensys.tech)