

# Business Development Manager

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

Are you looking to combine your 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 kick start your sales career, 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:

As a Business Development Manager, you will be responsible for outbound prospecting into our target market of Landlords and flex work operators. This role is a launchpad for your enterprise sales career. You will be sourcing and assisting in closing six figure software deals with large real estate asset owners and operators.

## MAIN DUTIES & RESPONSIBILITIES:

- Acquisition of New Logos via outbound prospecting
- Achievement of KPI targets (cold calls, emails, etc)
- Work with marketing to drive demand and create new acquisition campaigns
- Attending and promoting essensys at conferences and trade shows
- Travel required

**QUALIFICATIONS & KNOWLEDGE:**

- Bachelor's Degree or equivalent
- Proficient in Microsoft Office skills
- Knowledge of Coworking spaces (Flexible workspaces, for example, WeWork/Regus) or Business Centres, Science Parks and Commercial Real Estates Operators is a plus.
- 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 & PERSONAL QUALITIES:**

- Interest in Real Estate, Proptech and SaaS
- Detail oriented and analytical
- 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)