



JOB DESCRIPTION

ROLE TITLE	Lead Business Development Manager
COMPANY	TerraQuest Solutions Limited
DEPARTMENT	Sales and Marketing
REPORTS TO	Chief Revenue Office
DATE	18/10/2023

Role Summary

TerraQuest is seeking a dynamic and driven Senior Business Development manager to lead the sales efforts for our solutions tailored to local government clients. The successful candidate will be responsible for identifying and cultivating relationships with key decision-makers in local government agencies, ultimately driving revenue growth and market expansion.

Key Responsibilities:

Sales Strategy and Execution:

- Develop and execute a targeted sales strategy focused on local government agencies to achieve revenue targets.
- Drive the entire sales cycle, from lead generation and qualification to proposal development / bid management and contract negotiation.

Client Engagement and Relationship Building:

- Cultivate and maintain strong relationships with key stakeholders within local government organisations.
- Act as a trusted advisor, understanding client needs and providing tailored solutions.

Market Analysis and Opportunity Identification:

- Conduct comprehensive market research to identify potential clients, competitor offerings, and emerging trends in the local government sector.
- Evaluate and prioritize opportunities based on revenue potential and strategic fit.

Solution Customisation and Proposal Development:

- Collaborate with the product development and solutions teams to customise offerings that align with the specific requirements of local government clients.
- Prepare and deliver compelling proposals and presentations.

Pipeline Management and Reporting:

- Effectively manage and track sales activities in the CRM system, ensuring accurate forecasting and reporting.
- Provide regular updates and reports on sales progress to the leadership team.

Cross-Functional Collaboration:

- Collaborate closely with internal teams, including product development, operations, and customer support, to ensure seamless service delivery and client satisfaction.

Qualifications:

- Proven track record of success in selling enterprise solutions.
- Strong understanding of local government procurement processes, regulations, and decision-making structures.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated with the ability to work independently and as part of a collaborative team.
- Demonstrated ability to meet and exceed sales targets and quotas.