

Business Development Executive



Job Type: Full Time, Permanent

Category: Sales

Salary: £25k - £32k + bonus scheme

Start Date: September 2019

Location: London, UK

We are Emu Analytics

Emu Analytics is a tech SME founded in 2015. We are a young, innovative software company that is helping to revolutionise how businesses derive value from geo-spatial data. Our products enable organisations operating within smart cities, telematics, transportation and infrastructure to access, analyse and visualise complex and fast-moving data in an easy to understand way.

Our small team is innovative, massively talented and entrepreneurial in what we do and how we serve our clients. We work hard to understand our clients' business challenges before presenting how our solutions can address these. This is reflected by the incubators, corporate accelerators and innovation funding we have received to date along with a growing client list that includes large corporates such as BT, IAG (British Airways), Vodafone and TfL. We are a dynamic, forward-thinking company, which prides itself on flexibility of thinking and a genuinely innovative approach to data science and data visualisation. Our mission is Solving Tomorrow's Problems Today.

We want to recruit a passionate and go-getting Business Development Executive who wants to join a growth stage start-up (one that is already working with some of the UK's most innovative companies in smart cities, transport, infrastructure, energy and media) as we move towards significantly expanding our customer base and brand awareness across multiple industry sectors. We are looking for someone to grow with us, and to shape and evolve the role and the responsibilities accordingly.

What are we looking for?

We seek passionate and technically articulate individuals who can identify, approach, engage and manage potential clients, sectors and use cases and present to those entities how our software products can solve their business challenges and deliver tangible value.

Most importantly however, we are looking for someone who can demonstrate a positive, self-starter attitude, believes in and can evangelise our products, and is able to foster strong relationships with an ever-growing network of organisations, working closely with the founding team on all aspects of commercial development and sales activities that follow.

What will you be doing?

- Generating new business opportunities with prospective clients by targeting the UK market
- Building a strong sales pipeline through networking events, giving talks, attending conferences and prospecting
- Developing and closing sales
- Working closely with the Marketing manager to build sales collateral
- Building a strong understanding of our technology platforms to ensure you can adequately sell to clients
- Monitoring sales activity, reporting to the Sales Director and CEO
- Enhancing and developing our sales processes and expanding the sales team
- Contributing to tenders and accelerator applications
- Traveling throughout the UK and potentially internationally to meet with clients

If you want to be an Emu and what we have written appeals to you then please email your CV and Cover letter to info@emu-analytics.com