



Company Name: ProProcure Limited - www.proprocure.com

Location: Gerrards Cross, Buckinghamshire SL9 8BQ

Salary Package: Competitive salary + benefits

Job Title: Global Business Development Manager - Food Service Sector

Reporting to: Head of Commercial Relations

Our Story.....

ProProcure is a SaaS technology company that helps large businesses to become better at managing their business expenditure.

Our cloud based product Geneus - helps businesses simplify how they buy, and controls how suppliers sell to them. Geneus is used by many global businesses in the consumer goods, food and beverage, and foodservice sectors, and we have exciting plans to expand our customer base over the next 2 years through direct sales and channel partnerships.

Working for us.....

ProProcure has a great business culture focused on delivering a collaborative environment for our employees to foster new ideas and which enables our business and our employees to develop and grow.

We have 4 key values:

- Being **Committed**, to each other and to delivering outstanding customer service
- Working with **Integrity**, delivering on our promises
- Being **Nimble** in our approach and methodologies – make it simple
- We all perform our roles with **Passion**, purpose, and a positive attitude

The Role.....

ProProcure has recently launched Geneus to the food service industry, specifically to the global quick serve restaurant sector. Our product offering is unique and of high strategic value to QSR brands, their franchisees, and their valued suppliers.

We are seeking a Business Development Manager with strong enterprise SaaS sales credentials into the Food Service Sector to maximise the growth potential in the UK and internationally.

You must have a strong internal drive and entrepreneurial mind-set, have excellent relationship skills and demonstrate that you fully align with our culture and business values.



The Responsibilities.....

Business Development

You will report into the Head of Commercial Relations and you will own and manage the end to end sales cycle including lead generation, developing the sales pipeline through to closing contractual agreements

- Agree marketing activities & pitch materials needed to generate the pipeline necessary to achieve revenue targets
- Interrogate and cleanse prospect data in Salesforce
- Identify new leads and build relationships
- Co-ordinate activities with external lead generation agencies
- Lead Pitches, demos and presentations to prospects
- Contract negotiations
- Handover to Client Services
- Deliver and exceed Sales Targets

Develop strong relationships with new client prospects at all levels

- Meet prospects where possible
- Identify & attend events to meet new prospects - be prepared to travel as required

Develop strong relationships with internal technology, client services, and marketing teams.

- Energise the sales activity across the business
- Communicate business development resourcing & capacity requirements for approval

SalesForce & sales reporting

- Maintain accurate and detailed sales activity reporting, including all sales activities, forecasts and pipeline status
- Produce Monthly Management Report Pack

Our culture and team-work are essential facet of our business and so you should live within a commutable distance of our outstanding new offices based in Gerrards Cross, Buckinghamshire.

Education

- Excellent GCSE and A Level results (or equivalent), degree preferable
- Good knowledge of Microsoft Office applications, Salesforce and campaign management technologies