

THE COMPANY:	Dynamic Mobile Billing (DMB) is the payments entity within Oxygen8 Group, a £100+ million revenue business, privately owned and debt free. An established, technology focused payment solutions business with global offices and operations.
JOB TITLE:	Business Development Manager – UK Region
LOCATION	UK – Flexible (home based). Travel to company offices (Birmingham HQ), client, partner or event locations being expected in order to support your role success.
REPORTING TO:	Chief Executive Officer
PROPOSED START:	ASAP
BASIC SALARY:	Competitive based on experience
COMMISSION SCHEME:	Sales Commission Scheme (uncapped), based on Gross Profit generation.
BASIC FUNCTION:	New business development across DMB’s billing products and services
PRINCIPAL AREAS OF ACTIVITY	<ul style="list-style-type: none"> • Applicants will ideally have a working knowledge and contacts within identified key sectors for growth. These sectors include – Charities, Broadcast and Media, Society Lotteries, Ticketing, Parking, Hospitality, Gaming and e-commerce. • Consult with prospective clients, securing business through DMB’s payment offerings. Payments portfolio includes (but not limited to) Direct Carrier Billing (Payfort), SMS & Voice Short Codes, Credit Card, Voice & IVR services. • Responsible for proactive and effective generation of new sales leads, as well as the follow-up of new business sales leads allocated to you. • Effective ownership of the setup and management of your account requirements, managing opportunities both initially and on-going. • Expanding further new business opportunities into your existing accounts. • Work internally as a team. Liaising and collaborating with colleagues across product, operational, sales and marketing roles to drive commercial success.

KEY MEASUREMENTS

- Overall sales performance against set targets and the gross profit value to DMB for new accounts opened.
- Capture daily / weekly / monthly prospecting activities (recorded in Hubspot).
- Produce sales report and forecast summary (typically required monthly) as required by management.
- Produce and maintain sales account management plans for all significant accounts and prospects.
- Take internal ownership of all client issues, escalating as required to departments / management, until a resolution is achieved.
- Work directly with DMB internal departments such as Marketing, Operations and Product to drive sales engagement and product optimisation scope.
- Work as part of a 'virtual' Group sales team across primary DMB billing territories where applicable, to support client growth cross-region.
- Remain up to date on industry matters, liaising and feeding back into the wider DMB business with updates and insight where appropriate.
- You will be required to generate your own sales leads and take full ownership for new business revenues either by industry research or via already established relationships in order to hit targets.
- Expected and trusted to work remotely, being self-motivated to succeed.

Interested? Looking for a new challenge? Have any further questions?

Please email Kev Dawson at: kevin.dawson@dmb-uk.com

To apply, please provide an up to date CV, supporting with details of your suitability, experience and exposure to the identified sectors for growth. Please also outline salary / earnings expectations.

Closing date for applications will be Friday March 15th 2019.