

JOB DESCRIPTION

Designation: Business Development Director
Reports to: ONVU Learning Vice President (Commercial)
Location: Home based, UK

Company Overview

ONVU Technologies is a privately held Swiss group, operating out of bases around the globe including UK, US, India, and Turkey. Through annual investment in R&D, talent acquisition and strategic partnerships we go to market via our three business units Oncam, ONVU Retail & ONVU Learning focussed on smart video, IoT and cloud applications for Security, Retail and Education.

We believe in developing Empathy led technology to answer genuine challenges in the vertical markets we address by enabling users to leverage the technology in a way that solves their problems. Whether that is creating business intelligence insights for retail via video, providing a safer environment in an airport or helping teachers create better student outcomes by leveraging IoT devices in the classroom via cloud connectivity for insight and CPD.

Role Overview

ONVU Learning, a subsidiary of ONVU Technologies, focused on bringing positively disruptive technology solutions into the global Education market. This role represents the businesses' growth and ambition to become the World leader in smart technology enabled education improvement.

The role requires in-depth knowledge and experience of the education system, particularly the interaction of economic and policy factors in defining how the education sector operates now and will in the future. Starting in England, the Business Development Director will develop and execute a plan to generate a commercial pipeline that will enable the business to meet or exceed its sales targets. Focusing first on schools and groups of schools in England, the postholder will have autonomy to define a strategy to build that pipeline, based on long-term commercial agreements and an RMR model.

Responsibilities

- You will be responsible for driving business development within the UK market, maintaining a working knowledge of market trends to do so successfully
- You will plan, develop, and deliver a pipeline of business that meets the ONVU Learning commercial objectives for the UK
- You will travel to prospective customers to build relationships and drive sales
- You will leverage existing knowledge, skills and networks to underpin and then build sales volumes, establishing ONVU Learning as a leader within the market
- You will work with ONVU colleagues to direct resources effectively in achieving agreed objectives
- You will build a sales team to deliver on defined sales targets, maintaining and growing the RMR for ONVU Learning
- You will support in developing the GTM strategy for international markets based on success in the UK
- You will be required to carry out additional duties or responsibilities, which fall reasonably within the remit of the role.

Essential Requirements

- 5+ years of experience in senior position(s) within the education sector in the UK
- Experience building effective working relationships with a defined and successful commercial outcome
- Extensive working knowledge of the education policy environment in the UK
- Excellent communication skills and the ability to leverage existing contacts and networks in support of your business objectives
- Ability to work across a multidisciplinary team, delivering on agreed business objectives
- Willingness to travel, primarily across the UK

Desirable Requirements

- Established network of sector influencers.
- Experience in a Senior leadership position in one or more schools in England.
- Experience in a Senior position within the policy and legal frameworks of education in England.

Skills and Understanding

- Clear speaking, listening and written communication skills
- Ability to adapt to change in a fast-paced environment
- Ability to negotiate and influence
- Ability to problem solve
- Ability to meet tight deadlines
- Ability to effectively deal with conflict
- Ability to multi-task and stay organised
- High attention to detail
- Ability to stay calm under pressure
- Ability to use own initiative
- Ability to work in a team
- Competent in MS Office