

JOB DESCRIPTION

Designation: Business Development Executive

Reports to: ONVU Learning Business Development Director

Location: Home based, UK

Company Overview

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

ONVU Learning is a fast-growing business looking to grow rapidly. We think that education is about giving every student their one chance of a brighter future. Great teachers inspire future generations, and we want to make sure that every teacher has the chance to be a great one.

We are searching for a Business Development Executive (BDE) to join our sales team and help nurture and grow the sales pipeline for the UK education market. This is an opportunity to be part of an exciting organisation with the objective of changing the way schools support teachers with their professional development.

You love the thrill of building new relationships with exciting new prospects, using your knowledge of the education financial, policy and delivery environments to build successful sales pipelines.

You are a standout colleague, always willing to lend a hand, and have an innately positive spirit. You'll have excellent attention to detail and take immense pride in your work, successfully collaborating with others. You enjoy finding creative ways to overcome challenging problems.

As a goal-oriented individual, you'll want to progress yourself, the team and the organisation towards our targets and ultimately make a positive impact in the education sector we serve.

Responsibilities

- As a critical part of our Sales pipeline, you will be developing relationships with Multi Academy Trusts (MATs), schools and School groups within the UK (England primarily) education sector. This will be managing both inbound and outbound leads
- It will be necessary to generate your own sales pipeline using traditional methods such as cold calling and other means such as LinkedIn.
- To manage incoming enquires and convert into Discovery Calls through to Sale with scope for downstream upsell; retention potential crucial
- Identifying the right C-Suite decision makers within school groups (e.g. MATs) by using prospecting tools and outbound calling techniques then bringing them together to achieve sales

- Meet and exceed monthly targets attached to the number of ONVU Learning classrooms sold over given RMR subscriptions.
- Attending education conferences and exhibitions across the UK
- Zealously updating the CRM System to make sure our reports and data are spot on
- You will be required to carry out additional duties or responsibilities, which fall reasonably within the remit of the role.

Essential Requirements

- Previous Business Development or Sales experience working within the Education Technology Sector
- Current knowledge of the education sector in the UK, including financial, policy and governance pressures and opportunities
- Creative in finding new ways to manage large volumes of leads and conversations
- Find enjoyment in managing new and existing networks to garner brand awareness, support and advocacy
- You exhibit qualities of overachievement, self-motivation, good teamwork, and an open mindset.
- Willingness to travel, primarily across the UK at least once a week

Desirable Requirements

- Have existing relationships with Multi Academy Trusts and school groups e.g., teaching school hubs
- A former teacher and/or school leader
- Knowledge of HubSpot CRM
- Knowledge of the independent school sector 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