

essensys – Job Description

JOB TITLE:	BUSINESS DEVELOPMENT DIRECTOR
DEPARTMENT:	SALES
LOCATION:	LONDON HQ (E1 8FA) AND FIELD BASED
REPORTS TO:	CHIEF REVENUE OFFICER
RESPONSIBLE FOR:	NOT APPLICABLE

Company Information:

essensys is the leading global provider of mission-critical Software-as-a-Service ("SaaS") platforms and on-demand cloud services to the high growth flexible workspace industry (also known as coworking or workspace-as-a-service).

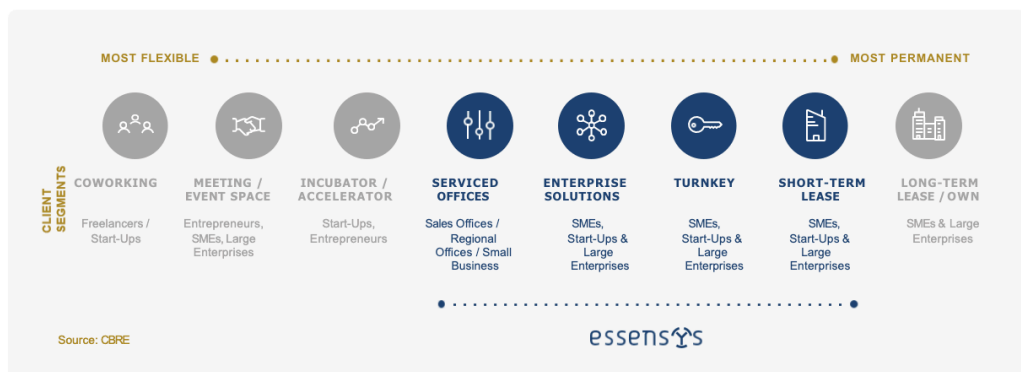
essensys' software was specifically designed to help solve the complex operational challenges faced by multi-site flexible workspace operators and landlords as they grow and scale their operations.

essensys' SaaS platforms, STEP, Connect and Operate, address these complex operational challenges and reduce costs by simplifying the day-to-day management of flexible workspaces and the provision of on-demand IT, technology and infrastructure services to tenants. essensys' platforms automate key tasks and processes and help flexible workspace providers deliver highly efficient, customer-centric workspace solutions and member experiences with enterprise class services.

essensys has offices in UK (London), USA (NYC and LA), Canada and has clients in over 20 countries globally.

Our Target market:

1. Commercial Real Estate (CRE) organisations who offer Flex Services to Asset Owners
2. Landlords and Asset Owners who are considering Flex Services to their tenants and their portfolio
3. Enterprise multi-site flexible workspace providers
4. SME but growing flexible workspace providers



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Job Description:

This role is for the position of Business Development Director with a primary focus of securing new client logos from the essensys target market in the selected territories. The successful candidate will be competent in conducting a 360 degree sales cycles from identifying key targets, engagement, successful qualification , negotiation and managing the sales cycle to closure; the candidate will also be familiar with the development and successful execution of Sales Business Plans and appropriate Sales Methodologies.

This position is well supported by a comprehensive marketing and product marketing team together with pre-sales and product support.

Commission plan is uncapped and the candidate will ultimately be backed by an astounding pedigree of success and market leading products and proposition(s)

Main duties and responsibilities:

- Develop and execute upon a Sales Business Plan
 - Identifying key target clients
 - Establishing engagement plans
- New Logo Acquisition
- Business Development of secured accounts and any strategically allocated named accounts

Additional duties and responsibilities:

- Achievement of a Monthly Recurring Revenue (MRR) figure
- Achievement of KPI and financial targets
- Close alignment with Marketing, Customer Success and Product Teams
- Promoting essensys at trade shows, conferences, social engagements and events
- Travel will be required

Qualification and Knowledge:

- Bachelor's Degree or equivalent
- 5 years Business Development
- Proficient in Microsoft Office and Sales Management through CRM
- Knowledge of key Target Market
- Knowledge of SaaS proposition

Skills and experience:

- 2/3rd New Business “hunter” 1/3rd Business Development “farmer”
- 360 degree Sales Cycle competence
- Experience in C-Level targeting and negotiating
- Experience in multi site or Enterprise grade deals
- Ability to develop a sales business plan and deliver on it

Personal Qualities:

- Proven and ambitious
- Self sufficient
- Clear desire to overachieve and develop within the business
- Pro-active attitude and an eagerness to contribute to the company strategy

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Product Overview:

Mission-critical software for the flexible workspace industry - The world's leading coworking software and technology to power your workspace.

essensys STEP (Software & Technology Enabled Property) is our latest proposition specifically designed for CRE and Landlords. The essensys flexible services platform enables landlords and asset owners to transition from an asset-based to a flexible real estate model.

<https://essensys.tech/landlord-cre-management-software/>

essensys powerful software allows workspace operators to manage their locations in a much more sophisticated and automated fashion than its competitors.

essensys Connect is the Enterprise Grade Platform that delivers the coworking industry's most comprehensive capabilities in provisioning and managing the infrastructure, IT and tech services

<https://essensys.tech/product/connect/>

essensys Operate is the Enterprise Grade Platform that delivers all the end-to-end capabilities that Operators need to successfully run a coworking space (such as Billing, CRM, Lead flow, Meeting Room booking, Inventory Management, e-commerce, member portal, apps and 3rd integrations) and deliver a seamless member experience.

<https://essensys.tech/product/operate/>

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www: <https://essensys.tech>

