

# CAREERS

## Who are Be-Safe Technologies Ltd?

We are a young, rapidly growing SaaS company that offers a cloud-based All-In-One Health & Safety App to companies of all sizes across UK, Europe and the world. The compliance Genie is provided as a Self-Serve and Enterprise version and is available on both IOS and Android App stores.

We are a forward looking company with an industry leading product and currently have customers across the UK.

**We are currently looking for a number of experienced, self-motivated sales people spread across the UK:  
Scotland – North – Midlands - South**

## What is the role?

As a **Business Development Manager**, you will be responsible for driving sales under the guidance of our Sales Director and CEO. You will be provided with leads via ongoing marketing and telesales but expected to generate significant business and opportunities yourself as well.

You will be expected to be able to develop an account strategy and pipeline, maintain sales reports, develop market and competitor knowledge, deliver presentations to Customers to a high standard, as well as create sales proposals.

We are looking for self-starting, tenacious, go-getter lead hunters, there will be no room for coasting.

After sales management and development of the customer are also required.

## Duties and responsibilities:

- Generate and develop your own sales leads
- Prospect marketing qualified leads
- Achieve monthly and quarterly targets with appropriate on time reporting
- Provide administrative support as needed
- Identify partnership opportunities
- Maintain existing business
- Think critically when planning to assure project success
- **Sales, Sales, Sales!**

## Skills and experience

- Sales acquisition/development experience essential, ideally in SaaS environment (minimum 3 years)
- Detail orientated but able to be flexible too
- Focused and goal oriented
- Excellent communicator at all levels within a business
- IT proficient with sound knowledge of CRM's, Microsoft Office
- The ideal candidate will have a good understanding of the legal requirements surrounding Health & Safety compliance in the workplace
- Able to work as part of team but on own initiative too
- Ability and possibility to work effectively from home

## Industry

SaaS – Health & Safety

## Employment Type

Full-time

## Package

40k-60k depending on experience. OTE 3 times salary. Pension contribution



[www.be-safetech.com](http://www.be-safetech.com) or call us on  
**+44 (0) 333 800 8150**



**Compliance  
Genie**