

## Business Development Manager

Are you looking for an opportunity to have significant impact at a great company while building your sales career? Censornet is seeking high-energy, execution-oriented Business Development Manager's to drive new business revenue.

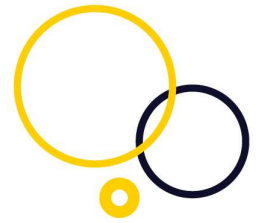
Our Business Development Manager's take ownership of revenue generation for their assigned territories which comprise of a set of named verticals. After familiarising yourself with Censornet's services and cloud-based security platform you will create a go to market strategy for your assigned territory.

Daily, weekly, monthly and quarterly cadence will see you developing new opportunities from both customer and prospect accounts, creating and executing account strategies and managing pipeline to provide accurate weekly and quarterly forecasting to the business.

A demonstrable track record of success is essential, however, beyond this you will be able to illustrate your abilities in driving complex enterprise sales engagements.

### The successful candidate will be able to show:

- A solid track record of consistent Enterprise sales overachievement.
- Proven experience at selling Security technologies with a preference for areas such as SWG, Email, CASB and IdAM.
- Experience of selling Security Services and Cloud SaaS Platforms will stand you apart from your competition.
- How you have worked in a channel centric model to jointly engage with prospects and accounts.
- The Attitude and Adaptability to succeed in a pre-IPO Transformational Vendor where everyone is accountable but at the same time, personally known to the CEO and not a line in a spreadsheet!
- Market vertical knowledge including accounts and contacts in one of these territories will give candidates an advantage:



- Finance, Insurance, Legal, Accounting and Services
  - Manufacturing, Construction, Engineering and Mining
  - Retail, Wholesale, Food, Beverage and Transportation Services
  - Recruitment, High Tech, Media, Entertainment and Recreation
  - Public Sector, Private Health & Education, Not for Profit and Charities
- Due to a vertical rather than geographical account focus you will be able to travel frequently within the UK and Ireland.

## **The successful candidate can expect from us:**

- Competitive OTE
- Share Options
- Private Medical Insurance, Critical illness cover and Death in Service
- Pension
- 24 days holiday, additional days holiday for your birthday and standard UK Bank Holidays
- Free parking
- Personal development

## **About Censornet:**

Censornet is the leading force in innovative and automated cloud security that offers robust, consolidated solutions for businesses. Our unique security platform and approach has led to more than 1,500 customers globally selecting us to protect their millions of users from a range of security threats. From the point of user access to deep granular transparency and control, our security suite helps organizations embrace the potential of the cloud without compromising security or limiting users. The company is headquartered in Basingstoke.