



Business Development Manager

In order to build and extend the UK&I customer base, Censornet is looking to expand the sales team with a "Business Development Manager" (BDM). We are looking for a driven, highly motivated, ambitious new business focused sales professional to join our team and contribute to the fast growth of the Censornet business.

The BDM will be responsible for selling the complete Censornet portfolio within the UK&I region to organisations with 500+ employees and will report to the Sales Director.

To be successful in this role, it is important that the BDM is proactive, new business focused, takes responsibility and has strong organisation and communication skills in order to achieve successful attainment and exceed targets.

The BDM must work at all contact levels within a customer including C-Level.

The role will be based out of Censornet's Basingstoke office with travel required.

Main Activities

- Prospect new logo accounts within the mid-market space (500+ employees)
- Develop a go-to-market strategy for target accounts within the mid-market space
- Schedule and attend customer meetings/online sessions to present the portfolio and demonstrate the solution
- Successfully forecast and build a pipeline of new business opportunities
- Daily prospecting via phone, LinkedIn, email
- Achieve and exceed sales target
- Work with internal marketing and channel partners to drive activity
- Manage inbound leads through to opportunities and closed business
- Ensure accurate and predictable forecasting on a weekly, monthly and quarterly basis
- Ensure the CRM (Salesforce.com) is maintained daily with new business activity

Knowledge & Skills

- +5 years track record - end user focused role ideally within mid-market
- Software sales preferred
- Base knowledge of IT Security and good knowledge of Cloud, Web and Email Security
- Self-starter with a high-energy approach
- Demonstrable selling skills with examples of mid-market project/account wins
- Excellent oral/written communications skills, including strong presentation skills
- Technically competent with an ability to learn and communicate the technical aspects of the Censornet solution to a reasonable level of depth
- Familiarity with Salesforce.com CRM
- Excellent customer engagement and relationship building skills
- Sandler Sales Methodology or equivalent preferred



The successful candidate can expect from us:

- Competitive OTE - Attractive salary/package combined with a fixed salary and uncapped commission
- 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.

Censornet provides a multi-channel, multi-layered approach to securing the cloud via its purpose-built platform. Censornet delivers integrated web security, email security, CASB and multi-factor authentication to provide security focused visibility and control of an organisation's assets. Our elastic security platform combines traditional security controls (e.g., web/URL filtering, email security) with granular cloud application control and adaptive multi-factor authentication to allow access while controlling outcomes. The complete solution helps enforce internet usage policies, tracks cloud application usage, and controls access to sensitive data in cloud applications such as customer records in Salesforce.com, to protect against the biggest risks for the greatest impact.

The company is headquartered in Basingstoke.