

ISIS Papyrus is a profitable, privately owned group of companies founded in Austria. The software enables business applications for digital transformation and communication. We have more than 350 employees worldwide. ISIS Papyrus now has 16 branches on three continents with headquarters in Austria, America and Singapore.

Due to exciting new customer projects, Papyrus Software is looking to recruit talented and ambitious talents to join our professional services team.

## Business Development Manager (Software) (m/f/d)

### Your tasks:

As a Business Development Manager within our sales team based in Kingsclere, your main role will be to identify, win and retain clients throughout the UK and Ireland. With a strong customer focus and excellent interpersonal skills, you will confidently manage the full corporate sales cycle from initial enquiry to closure. This is an exciting sales role with a company that is leading the way with its innovative technology within the Enterprise Content Management and Adaptive Case Management arena. Full training on the company's product range will be provided to the successful candidate.

- Acquire in depth knowledge of our software and solutions
- Conduct prospecting and lead follow up from telesales led activities
- Deliver corporate presentations and software demonstrations
- Qualify and manage opportunities including writing proposals and responding to tenders
- Monitor and report on all activities and pipelines
- Maintain excellent customer satisfaction through effective account management

### Your profile:

- Educated to degree level
- Minimum 3 years sales/business development experience in the technology industry
- Ability to influence decision makers at all levels
- Excellent negotiation and communication skills, both verbal and written
- Self motivated and target driven
- Prepared to travel



### Why ISIS Papyrus?

- Dynamic, open-minded and international working environment
- Innovative, leading software solution
- Personal development within the company
- Long-term employment in a profitable group



Annemarie Pucher, CEO

Become part of our company and apply now with your CV and picture at

**[recruitment@isis-papyrus.com](mailto:recruitment@isis-papyrus.com)**

An extremely attractive, performance-based and transparent remuneration system is waiting for you.