

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.

## Sales/Business Development Manager Document/Workflow Management (DMS) (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. You will be selling products and services offering primarily to prospects in financial sector (banks, insurances). You will be focusing on penetrating customers with significant growth opportunity. You will be responsible for the acquisition of new customers. Reporting to the Head of Sales, you will be closing and implementing growth opportunities within an assigned geography (UK/Ireland).

### Your profile:

- Profound IT knowledge and experience in selling software and consulting services
- Previous experience in software solution sales and/or business development is required
- Business expertise in Document Management, Information Technologies and Banking or Insurance
- Minimum of 7 years previous experience and proven track record in Business Development in the financial/insurance sector
- A proven generator of new business and provider of exceptional service
- Highly self-motivated personality with a hunting attitude, ambitious and willing to succeed in a sales targeted environment
- Excellent communicator, presenter and negotiator Duties and responsibilities
- Responsible for driving sales growth within an assigned geography and assigned strategic Business Unit targets through software sales and consulting revenues
- Locate potential business deals by contacting new customers
- Discovering and exploring opportunities
- Work closely with the Head of Sales on industry / market strategy, focused business development, strategy and execution, data reporting, strategic plan development and industry events

### 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.