



A PARAGON ID COMPANY

Senior Business Development Manager

Location: Remote working (up to 1 day per week in London)
Position: Full time
Salary: £55-65k + commission/bonus

UrbanThings have a unique opportunity for a multi-talented individual to join the sales team for UrbanHub™, our mobility platform that's powering millions of journeys and delighting cities with game-changing data. We're the company that pioneered smartphone transport information with our original Bus Checker app, now rolled out globally. This is a chance to join an exciting scale-up company and lead a growing team into the stratosphere!

You'll be a key part of our commercial team responsible for delivering on our high-growth multi-segment go-to-market strategy and reporting on progress. You'll qualify leads, attend events, attend customer meetings and pitch with passion. You're a natural communicator with the ability to build relationships at all levels and you'll relish the opportunity to prove you can increase our company growth. This is a hands-on role that requires active involvement at all stages of the sales pipeline.

Key Responsibilities

- Proactively engage target market segments to create and qualify new leads
- Attend events and pitches to promote the product to potential customers, influence key buyers and decision makers
- Build and leverage relationships with key industry partners to create commercial opportunities
- Qualify and convert incoming leads from external and internal sources.
- Contribute to our go-to-market strategy across multiple market segments and geographies.
- Manage and maintain CRM and sales records to keep accurate and up to date records of sales activities and target customers
- Report on sales activities and progress of qualified leads to the commercial leadership team

Requirements

- Degree-level education or equivalent.
- 6+ years relevant previous experience in B2B Sales.

- Proven ability to use independent initiative to proactively identify chase and convert leads.
- Proven ability to understand and explain complex products in simple terms.
- Commitment to continuous self-improvement.

Desirable

- Previous sales experience in the public transportation or mobility software sector would be beneficial.
- Good technical knowledge and ability to explore potential capabilities of a SaaS product
- Experience in SaaS and/or mobility technology.
- Experience in CRM sales / pipeline tracking

Benefits

- Competitive salary and excellent bonus scheme.
- Benefit scheme inc. company pension scheme, personal development allowance, home-working allowance and generous holiday allowance.
- Flexible working patterns including remote working: up to 80% time remote, with approx. one day per week on-site in London.
- Company perks including regular free lunches & drinks.
- Unrivalled company culture; results-driven, enthusiastic team and ethos.
- Concrete career development pathway to senior positions.

This is an exciting opportunity to be part of one of the UK's fastest-growing tech companies, recently acquired into the Paragon Group, a global business with €1.5bn annual revenue. UrbanThings is a company building innovative and exciting tech for transport, - see www.urbanhub.info We're helping transport companies and cities to understand their passenger behaviour to optimise their services, while delivering beautiful branded apps to their passengers for real time information and ticketing.

We have a relaxed, fun workplace with a great benefits package, regular free lunches and socials, but – above all – we have a place where we love building amazing, inspirational things. Come and join us!

How to Apply

To apply please fill out the online form at www.urbanthings.co/jobs