

Join the team!

PAC are looking for an Business Development Manager for our Central London office (full-time)

The CXP Group are looking for a positive and energetic Business Development Manager to join our London based Sales team. Working on a full-time basis, this is the perfect job for someone looking to take the next step in a progressive IT Analyst Consultancy. You'll be in your element networking at Director and CxO level and will have a minimum of 2-3 years sales experience.

PAC – CXP Group are the leading independent European research and consulting firm for the software, IT services and digital transformation industry. We help ICT vendors to optimize their strategies by providing quantitative and qualitative market analysis as well as operational and strategic consulting. We advise CIOs and financial investors in evaluating ICT vendors and solutions and support their investment decisions. **At PAC-CXP Group we offer:**

- The chance to work with the big players in the IT industry
- A central London location within a young and dynamic team
- Excellent remuneration package
- Generous pension contribution
- The opportunity to work in an environment where you are able to develop and learn

We are looking for someone who has:

- Minimum of 2-3 years sales experience
- Strong communication skills and ability to articulate a pitch in an engaging way
- Reliable and punctual
- A very good knowledge of MS Office
- Excellent verbal and written English
- A team player with a go-getting attitude
- A strong interest in and knowledge of the ICT market from a business perspective
- Comfortable using CRM systems such as SalesForce
- Experience in a new business development or sales role

Your day-to-day tasks would involve:

- Generation of new sales of research, marketing and consulting services, as and when required
- Convert existing accounts into paying customers as well as prospecting new clients
- Price and contract negotiations with prospects and clients
- Assisting the company in its promotional activities (including product presentations, sales calls and other activities)



- Promotion of the company's products and services in the UK, pushing the portfolio of our 3 main offerings:
 1. **Research reports and annual subscriptions** (SITSI program),
 2. **Marketing services** (events, sponsored studies, whitepapers, speaker engagements)
 3. **Consulting services**

Please apply for this position through [our LinkedIn page](#) or alternatively send an e-mail with your CV, a short introduction, your salary requirements, and an indication of your earliest possible start date to:

info-UK@pac-online.com

Please quote "APP18 UK BDM" in the subject of your email

About PAC and the CXP Group:

www.pac-online.com/about-pierre-audoin-consultants-0

www.analystrelations.org/2015/04/24/cxp-group-a-european-analyst-powerhouse-in-formation/

Analyst firm awards 2016:

www.influencerrelations.com/4165/pac-overtakes-forrester-in-emea-analyst-firm-awards

Please note that this job advertising will close on the Friday 16th February 2018.



