



Business Development Manager UK (f/m/d)

We are an **internationally oriented software company** based in Southern Germany with customers all over the world. **Our successful growth is accelerating**, so it is about time to strengthen our Sales Team in the UK. That is why we are looking for a **passionate and results-driven Business Development Manager (f/m/d)**! Your mission is to **win new partners and customers – with a lot of creative freedom**: Whatever works will do... You lead customers and partners through the entire sales process and develop strategies for achieving targets and increasing productivity in the sales area. This is a mission you will pursue with the **support of our experienced team in the UK and Germany**. You will of course be trained on our product and technology. Ideally you are **based in the South East of England** (Thames Valley) with good access to London.

Your duties

- Acquisition of customers and partners
- Consult and support customers throughout the entire sales process
- Development of strategies for growing your territory

Desired skills and experience

- A self-starter with successful information technology sales experience
- Possess understanding of the technology in this market (e-mail, encryption, MFT, IT security)
- Can demonstrate vertical market experience in UK Public Sector, healthcare or Finance and Insurance
- You thrive on face to face sales, and are effective by telephone, well presented and pay attention to detail
- You are able to work on your own initiative, remaining focused and engaged and know when to ask for help

Are you looking for a **new challenge with lots of creative freedom, strong growth potential, and a professional team**? Then don't wait any longer and get in touch with us: jobs@cryptshare.com. We are already looking forward to welcoming you to our team – let's achieve great things together!

Where to find us:

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