



Business Development Manager (Civil Engineering Software)

LimitState Ltd develops and markets innovative analysis and design software products for engineers. Our unique software incorporates state-of-the-art optimization technology to rapidly and robustly evaluate the safety of engineering components and structures. LimitState software is used across the world - current products include LimitState:RING, a software product for rapidly evaluating the safety of masonry arch bridges and LimitState:GEO, a software product for assessing the safety of geotechnical features such as slopes, retaining walls and foundation footings. A further product targeting the structural engineering sector will be released early in 2009.

As a result of our growing product portfolio we are now seeking to appoint a Business Development Manager. You will be responsible for sales and marketing, identification of suitable distribution channels in overseas markets and for developing other business opportunities as they arise.

The ideal candidate would have a solid technical background in the civil engineering industry and would now be wishing to further develop their commercial skills, through the sales and marketing of highly innovative engineering software products. Previous experience of sales is desirable, though not absolutely essential for otherwise well-qualified candidates.

Candidate Profile

Essential skills

- Excellent verbal and written communication skills, with the ability to clearly and enthusiastically communicate ideas to both technical and non-specialist audiences.
- Willingness to become fully familiar with existing and future products.
- Self-motivation and the desire to meet and if possible exceed sales targets.
- Good team and interpersonal skills.
- Good IT and organisational skills.

Desirable skills

- Technical background in and/or familiarity with the civil engineering industry.
- Previous business to business sales experience.

Overall Responsibilities

- To undertake business development activities (identifying and nurturing leads, negotiating sales etc.), achieving individual sales targets and company objectives.

Specific Duties

- Identify and develop new accounts by: identifying leads; building up open and honest relationships with prospects; preparation and delivery of pre-sales presentations and proposals; agreeing sales; follow-up.

- Formulate sales quotations and negotiate with prospective buyers.
- Management of existing accounts (including securing renewals of renewable and leased licenses and developing further business on a case-by-case basis).
- Initiate and contribute to marketing campaigns, including: sales seminars and webinars, adverts, trade shows, mailshots etc.
- Help develop new marketing material, including corporate sales presentations and press articles.
- Provide the Managing Director with periodic sales plans and forecasts.
- Some UK (and occasional international) travel will be required.
- Liaise effectively with other members of the LimitState team.
- Help keep the company CRM (Customer Relationship Management) database up-to-date.

Remuneration

- Negotiable salary, based on existing skills and previous experience (basic package + performance-related commission).
- Flexible working hours, either on a full-time (37 hours per week) or part-time (negotiable hours) basis.
- 30 days annual leave (pro-rata if part-time).

Location

- The Innovation Centre, Sheffield City Centre (scope for exceptionally well-qualified applicants to work from another UK location, subject to agreement).

Contact

For informal enquires please telephone Dr Matthew Gilbert on +44 (0) 797 9772133.

To apply please send your CV by email to: m.gilbert@limitstate.com (deadline: 30th October 2009)