

Aspects Tools design market leading development and test solutions for the 3G and GSM wireless telecoms market. Aspects provide smart card and handset modeling, diagnostic and testing solutions to a global market, including the key network operators, handset and smart card manufacturers.

Business Development Consultant

Reporting to the Head of Sales & Marketing, you will deliver sales revenue in line with company targets by developing new and existing relationships with global customers.

Requires a highly motivated, target driven, individual who is willing to travel.

Working with the industry leading suite of testing tools for the GSM and 3G wireless telecoms market you will have a proven track record in pre-sales and/or sales in a technical environment.

Experience in the IT industry – preferably in smart cards or test software – is essential along with a thorough understanding of development and testing processes.

Key Responsibilities

- Deliver sales revenue against annual sales targets including all quarterly and other specified targets.
- Maximise the revenue opportunities within existing group accounts and customers and develop business opportunities at new prospects.
- Create, maintain and develop productive business relationships at multiple levels within nominated accounts.
- Manage the complete sales process, including pre and post sales activities with global customers and business partners.
- Providing technical demonstrations of Aspects' products, services and knowledge to customers.
- Provide an accurate and up to date business forecast for production and revenue planning purposes. Plan sales activity to deliver the forecasted orders/revenue.
- Effectively interact with and influence all Aspects Tools team to deliver the agreed customer requirements.
- Communicate effectively, customer, prospect and market related information with the rest of the business through the provision of account plans, visit/weekly reports, periodic presentations and other formal/informal communication.

Skills/Experience

- Proven track record in pre-sales and/or sales in a technical environment.
- Experience in the IT industry – preferably in smart cards or test software.
- Ability to understand customer's industry and core business processes.