



Job specification

Business Development Executive



About us:

- We are an innovative and free-thinking software company which aims to disrupt and challenge the digital landscape through our daring, cutting-edge products
- Our highly-skilled developers have been using the latest technology and latest development techniques to solve our clients' challenges
- Our exciting, visionary products help save our clients time and money, whilst offering a seamless user experience
- It is our love of technology and Agile approach to software development that gives our products the edge.
- We are firm believers that what can't be done by the individual, can most certainly be addressed by digital technology

Our Product:

- HotDeskPlus is a new cloud-based desk booking system which allows businesses to optimise their workspace, reduce real-estate costs and carbon footprint, whilst supporting flexible working and improving employee well-being
- It is simple, intuitive and easy to use – with desktop and mobile versions
- It offers advanced analytics and management information of real-time desk utilisation to improve desk-to-employee ratio

www.hotdeskplus.com



The finer details:

Business/Function:	Business Development
Role:	Business Development Executive
Ref:	HDP/0001BD
Location:	London (UK focus)
Salary:	£25,000 - £35,000 + commission + benefits + share options (performance based)
Reports to:	Founder and CTO

<p>About you:</p>	<ul style="list-style-type: none"> • You are ambitious, free thinking and passionate about technology • You are a leader or future leader and are an innovator that will help drive our digital business, products, solutions and services • You enjoy working with the best technical talent, and work well in a collaborative team setting • You are full of creative ideas and are keen to drive them to realisation • You are a disruptor • You are passionate about the technology industry and love working in a high-energy dynamic environment 	
<p>Your responsibilities:</p>	<p>Business Development</p> <ul style="list-style-type: none"> • Generate leads and build a sales pipeline through relationships across your corporate and personal networks • Research and engage potential clients, including running campaigns. You would be provided with training <p>Bid Management and Pre-Sales</p> <ul style="list-style-type: none"> • Own related bid and presales activity. Work with the other internal teams to present the best solutions for the client 	<p>Account Management</p> <ul style="list-style-type: none"> • Work as a business partner to our current and potential clients • Work with Product Management to use customer feedback and analytical insights in the formation of new products/solutions • Understand complex technology products <p>Commercial Management and Negotiation</p> <ul style="list-style-type: none"> • Take a lead role in negotiating commercial and product agreements with new clients, ensuring that the solution is in line with our commercial framework
<p>Your experience: (in order of importance)</p>	<p>Education</p> <ul style="list-style-type: none"> • Degree or masters degree <p>Technical knowledge</p> <ul style="list-style-type: none"> • High level of technical literacy and data analysis skills • Microsoft office suite • IT software development expertise desirable • Social media expertise desirable • Salesforce or similar CRM is highly desirable 	<p>Company industry experience (cont.)</p> <ul style="list-style-type: none"> • Sales experience of min 2 years, ideally within B2B telephone sales or alternatively, an interest in, or passion for, technology or client-facing roles • Experience in identifying, developing, negotiating, and closing technology contracts with clients • Confidence in speaking to clients (some cold calling) • Experience setting up and attending events for clients • Ability to work flexibly, effectively and collaboratively with clients

Our Parent Company

Brickendon Consulting is an award-winning global management and technology consultancy, specialising in innovative solutions for the financial services industry.

We transform our clients through our automation, data and digital offerings. We are experts in rapid change and all our consultants have deep domain experience.

Since inception in 2010, Brickendon has rapidly grown and has established offices in London, New York, Raleigh and Poland.

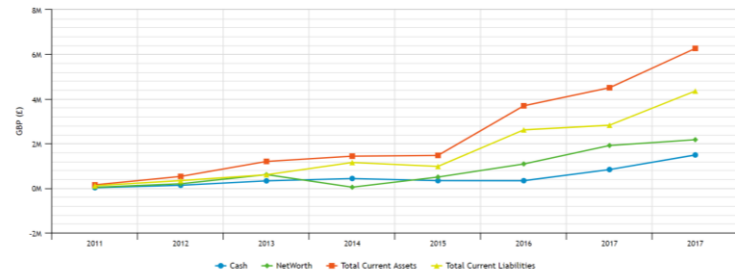
Core to our success is how we foster a culture of innovation and lateral thinking. We encourage our people to develop new approaches and techniques which help to solve challenges faced by our clients.

We are a member of the Women in Finance charter and are committed to working together to build a balanced and fair industry.



Key Financials

Cash	Net Worth	Total Current Assets	Total Current Liabilities
£1.5m	£2.2m	£6.3m	£4.4m
▲ 78.79%	▲ 13.58%	▲ 39.19%	▲ 54.31%



BRICKENDON
transformational consulting

DevOps
Brickendon's DevOps methodology has been proven to increase software release frequency by 40% per year, significantly lower overall project cost and give management a clear and direct line of visibility of the project.

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AUTOMATED INTELLIGENT REGRESSION TESTING (AIRT)
WHY IMPLEMENT
AIRT is the only tool that can automatically generate test cases for your application, based on the user requirements. It can also automatically execute these test cases, saving you time and money. AIRT is also the only tool that can automatically generate test cases for your application, based on the user requirements. It can also automatically execute these test cases, saving you time and money.

Rapid prototyping
Our rapid prototyping methodology delivers fast, workable, interactive software in just weeks. It allows you to test your ideas and concepts before embarking on large financial investment. Brickendon works collaboratively with you on technology. Prototyping enables ideas to be tested and validated before being rolled out across the whole organisation. This avoids unnecessary costs and provides evidence for the production of a business case for further investment.

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Prototyping
• Saves time and money by testing software on a manageable scale
• Reduces risk by enabling ideas to be tested and allowing concerns to be resolved early
• Provides evidence for a business case to secure required funding
• Maximises ROI for full implementation by validating the solution before significant investment
• Is designed specifically to address your requirements on your technology stack

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THE FUTURE IS ALL ABOUT TRANSFORMATION
THE CLOUD AND DATA
THE FUTURE OF DATA USE FOR ANALYTICS
Data monetisation - it's about creating economic value

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TRANSFORMATIONAL DATA ANALYTICS: TECHNOLOGY & MACHINE LEARNING

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Driving successful technological change is what we do

Brickendon Awards

Brickendon Consulting has been recognised with many awards for our cutting-edge work. Some example awards are below:

⚙️ TESTA Awards (The European Software Testing Awards)

- ⚙️ Finalist every year since inception
- ⚙️ Winner 2013 for Best Automation Project, Winner 2016 for Best Overall Testing Project in the Finance

⚙️ DevOps Awards

- ⚙️ Finalist every year since inception

⚙️ Banking Technology Awards

- ⚙️ Finalist and Winner 2012 Front Office technology



Brickendon's CEO Chris Burke has been recognised in the Ones to Watch list of leaders tipped for great things, as part of LDC's Top 50 Most Ambitious Business Leaders campaign.



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BRICKENDON DIGITAL