

Job Description: Business Development Manager - Integration
Department: Business Development Team
Reports to: Director of Sales and Marketing
Working hours: 40-hour week. Hours 'as required' to fulfil the role's duties and responsibilities
Location: London / Reading, including Hybrid working

Role Summary

For everyone with a story to share, d&b solutions creates spaces to connect people and places, providing the full range of (AVLM) audio, visual, lighting, media technologies and services. Our dedicated and experienced team pushes the boundaries of all form of art, ideas, and entertainment to create lasting memories.

We are looking for a talented, passionate and motivated individual to join our team. The individual is responsible for taking ownership of, managing, and cultivating sales opportunities for d&b Solutions within the UK, with a specific focus on Integration projects across addressable market sectors. The primary focus for this role is one of hunting for projects, selling our AVLM products and services through relationship management, ensuring the customer journey is a positive one for all parties. The role involves personally representing d&b Solutions and its brands through frequent client visits, meetings, demonstrations and participation in tradeshow/events. Travel within the UK, including overnight stays, is an integral part of the role, maintaining professionalism while representing d&b Solutions.

Key Duties and Responsibilities

- Assist the Sales and Marketing Director, driving the strategy for d&b Solutions with a focus on driving projects into the Integration Team.
- Able to demonstrate products and discuss solutions with prospects and customers with a technical focus
- Support income generation for d&b Solutions by selling products and services through research, development, networking, and relationship management.
- Represent d&b Solutions brands at tradeshow, customer events, and client entertainment events.
- Accurately update the company's CRM system (Salesforce) with leads, sales opportunities, activities, and account management to correctly forecast opportunities.
- Qualify and pass sales enquiries to the sales team. Working in collaboration with colleagues to close orders, ensure customer satisfaction, retention, and repeat business.
- Complete administration duties in accordance with the company's policies.
- Work within a general expense budget.

Technical Skills

- Previous experience in a customer-facing role with an understanding of AVL M integration projects
- Experience in managing and developing relationships with new and existing business.
- Proven financial acumen, including margin, revenue, and forecast management.
- Detailed understanding/awareness of AVL M products and services sought after by target markets.
- Competent in researching, synthesizing, and communicating information internally.
- Proven IT skills, including Microsoft Office (Word, Excel, Outlook), CRM, and sales software (experience with Salesforce would be ideal)

Personal Competencies and Behaviours

- Entrepreneurial spirit with a can-do attitude, flexible approach, and ability to work independently.
- Excellent time management and planning skills, forward-thinking, and able to add value.
- Ability to interact effectively at all levels and work as a team member.
- Dependable attention to detail and accuracy.
- Resilient and adaptable to change.
- To represent the company in a courteous and appropriate manner in all circumstances.
- Awareness of health and safety policies, risk assessments, and proactivity in implementation.
- Carry out duties in line with the Core Values of d&b Solutions, always maintaining confidentiality.
- Must have a UK driving license and access to a car for attending client appointments.

d&b solutions was formed in 2021 following the acquisition of SFL Group and White Light Ltd and their respective subsidiaries. Our new organisation provides integrated audio, video, lighting and media services, delivering complete, innovative solutions as an award-winning Integrator, alongside full production services for live events, supply of technical equipment for hire and sales projects, venue installations and support.

We deliver these services through our trusted brands; Congo Blue, elp, Production-AV, SFL and White Light. Working alongside d&b audiotechnik we are on a mission together to transform life experiences.

Apart from the duties summarised in this job description, we retain the right in consultation with the post holder to include other reasonable duties, which are part of, and incidental to, this type of work.

We want to recruit, and retain the most talented people, regardless of their background. We recognise that being a diverse and inclusive employer helps us fulfil our responsibility to make a difference for our staff, our clients and in our industry. Actively valuing differences enhances the way we work and people from different backgrounds and experiences bring valuable insights to the way we operate; generating new ideas and perspectives as well making us representative of the community and society.

In our aim to be an inclusive organisation, committed to providing equal opportunities in the recruitment, training, and development of our employees, we strongly encourage suitable applicants from a wide range of backgrounds to apply for our roles. Here is a link to our diversity and monitoring form we ask you fill in with your application, you do not have to, but it helps us monitor and improve our recruitment processes so that we attract a diverse range of applicants and employees.
<https://forms.office.com/r/5N4sKq2Rk5>

Please email your CV, salary expectations, and cover details to vacancies@db solutions.com

