

International Business Development Manager



The opportunity

Opportunities like this don't come along too often: A start-up that's consistently delivering 100%+ yoy growth; in one of the fastest growing sectors; and, with founders, and a stellar supporting team, with superstar credentials and the very brightest of futures.

If you're looking to get on board a growth rocket ship and shoot for the stars, and you believe you're of the calibre to be part of such success, then read on. Career pay cheque picker-uppers, corporate players, ego maniacs and empire builders need not be concerned.

About us

At Vivacity, we make cities smarter. We reduce congestion by making traffic lights more intelligent, we spot dangerous manoeuvres on the road, improve safety and gather real-time data to support autonomous vehicles.

We do this using ground-breaking Reinforcement Learning (AI) techniques and through state-of-the-art simulation models. We gather data to feed this clever stuff through super-simple, super efficient and super-affordable computer vision-based sensors.

We are now well established in the UK, working with most of the large cities, and are starting to expand into the Nordics and Benelux regions. We need passionate Business Development Managers to help us grow this foreign footprint.

About the role

Joining as the first BDM in a new international team, supporting our International Business Development Director, you will be tasked with breaking into new markets. Using a balance of consultative and challenger selling capabilities, you will build a network of contacts who trust your expertise and believe in our product, establishing growing relationships which lead to large-scale sensor rollouts, and developing leading industry figures as advocates for Vivacity Labs.

Your day-to-day tasks will include:

- Seeking, developing and closing opportunities in local government/municipalities and related verticals.
- Be a Lead Generation machine to identify high potential prospects.
- Promptly qualifying and developing inbound opportunities.
- Identifying and quickly closing small wins whilst managing longer, high value and complex sales cycles.
- Meeting and presenting to key stakeholders including divisional heads and Directors at local authorities.
- Systematically managing your leads and pipeline to critically analyse & optimise productivity
- Delivering an excellent client journey and experience.
- Feeding back to Marketing & Product to optimise our offering based on your experiences.
- Effective, consistent prioritisation with focus on the critical few.
- Putting together demos, pitches, and RFP/RFIs.
- Participating in marketing led activity, including seminars and trade shows.
- Attending, contributing and presenting at weekly and monthly team meetings and other internal events.
- Closing and hitting revenue targets.

- Accurately reporting pipeline to line manager, seeking support where appropriate to ensure deals are won.
- Collaborate with colleagues across the business to deliver in line with customer expectations.
- Understand the competitive landscape, customer outcome objective trends and other external influences (e.g. macro-economic conditions, legislation, etc.) to effectively position Vivacity Labs' value proposition.

About you

We are looking for a dynamic, customer-centric and personable individual to join our super friendly team. Priority management, excellent communication skills and attention to detail are key to the success of this role. This is a "target led" position where targets will be set monthly/quarterly, so a go-getter attitude, tenacity, and resilience are crucial. You will need to be able to work collaboratively and independently to develop relationships with your clients, internal stakeholders and teammates.

You should also have:

- BSc / BA or higher education.
- 3+ years experience in dealing with Local Governments, or selling into Central Governments internationally.
- 8+ Years of experience in international sales roles.
- "Hunter" mentality.
- Demonstrable experience of "first step" - building new pipelines in new regions to fulfilment
- Proven track record in meeting or exceeding sales targets.
- Outstanding written and verbal communication skills, allowing capable articulation of company proposition.
- Strong presentation skills to audiences of all sizes and levels.
- Ability to quickly understand new software solutions and build great relationships with a highly technical audience.
- Demonstrated passion for the tech start-up community.

While not required for the role, we would love to see any experience with the below:

- Experience in selling complex technical products.
- Experience of fast-paced, high-growth startup environments.
- Knowledge of the transport and/or mobility industry.
- Understanding and experience in dealing with complex tender environments.
- A second language such as Dutch, Danish, Swedish, and Norwegian.

We offer flexible working policies and a benefits package that include a personal training budget, an annual company away trip, and regular, varied events. This is an exciting opportunity to take an active part in shaping the future of an energetic company dedicated to revolutionising the way our cities work.

To apply, please send your CV and covering note explaining why this is the role for you, to James Hill, International Business Development Director.

james.hill@vivacitylabs.com