



## Business Development Manager

### About us

E-Sign is a leading E-Sign electronic signature service that has an ever-growing foothold in multiple industries.

We provide services to global brands and pride ourselves on delivering an excellent product as well as first class customer service using a forward thinking and friendly approach.

E-Sign is seeking a results-driven **Business Development Manager** to join our dynamic team. The successful candidate will be responsible for identifying new business opportunities, building and nurturing client relationships, and contributing to the overall growth of the company. This role requires a proactive individual with strong communication skills and a proven track record in sales and business development, ideally within the software industry.

This is an excellent opportunity to join a dynamic and unique team based in our Liverpool office, while also collaborating closely with our team in the Isle of Man. As the company continues to expand, there will be opportunities for growth, including performance-based reviews that could lead to increased earnings.



### Job Overview

#### Key responsibilities

- Identify and generate new business opportunities through research, networking, and cold outreach.
- Develop and implement strategic business development plans to expand the company's client base and market presence.
- Build and maintain long-term relationships with potential clients and key decision-makers in target industries.
- Collaborate with internal teams, including marketing and operations, to ensure the successful delivery of client projects.
- Prepare and present proposals, Business value maps, bids, and tenders.
- Negotiate and close sales contracts, ensuring profitable outcomes and client satisfaction.
- Conduct market analysis to stay informed of industry trends and competitor activity.
- Attend industry events, conferences, and networking opportunities to promote our brand.
- Meet and exceed individual sales targets to contribute to the organic growth of the long term reoccurring revenue stream.
- Onboard new customers, assisting them with adoption of the E-Sign platform
- Provide regular sales forecasts and reports to the Group Director of Sales.
- Work to ISO 27001 and ISO 9001 standards

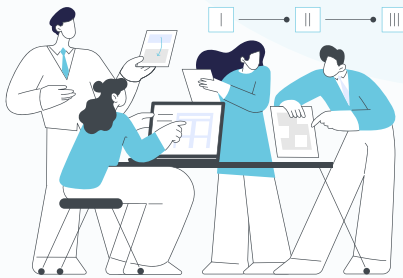
# Job Title: Business Development Manager

Company: **E-Sign UK Ltd**

Location: **Liverpool**

Salary: **£42,000** plus OTE

Job Type: **Full-time, Permanent**



## What we offer

- Competitive salary and uncapped commission structure.
- Opportunities for career growth and development within a fast-paced environment.
- Cycle to work scheme.
- Employee assistance programme.
- Supportive team culture with a focus on collaboration and innovation.
- Modern contemporary office environment with frequent social events
- Exposure to senior business processes and the founders of the company
- The opportunity to be part of an exciting, rapidly growing company

## Key skills & requirements

- Proven experience as a Business Development Manager or in a similar role, ideally within the tech industry
- Strong sales background with a demonstrable track record of achieving and exceeding sales targets.
- Excellent communication, negotiation, and presentation skills.
- Ability to build strong relationships and networks with clients and key stakeholders.
- Highly self-motivated, with a proactive approach to identifying and pursuing new business opportunities.
- Strong organisational skills with the ability to manage multiple projects and deadlines.
- Proficiency in CRM software, MS Office Suite and other software platforms
- A full UK driving license is required.
- You are able to work in a team, independently and have flexible approach to work



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