

**We are  
hiring**

# Business Development Manager

Clarilis is a document automation system that saves lawyers a significant amount of time in producing the first draft of all forms of legal documentation. It is designed from the ground up by solicitors for solicitors and takes its lead from traditional drafting techniques. Clarilis works with complex suites of documents.

You can find out more about us here: [www.clarilis.com](http://www.clarilis.com)

## About the role:

**Role:** Business Development Manager  
**Reporting to:** Chief Marketing Officer

We are looking to hire an experienced business development manager to head up our new BD outreach team. You will be responsible for setting weekly and monthly sales targets, training junior sales staff and designing and implementing sales strategies. The purpose of your team is to create opportunities for our sales leads and to qualify opportunities already in the sales and marketing funnel.

To ensure success you should have experience with telesales, managerial skills, and the ability to multitask. You will have one report initially to train and develop, but the team is expected to grow as the business area matures. Therefore, you will be expected to be 'hands on', experienced with business development outreach both on the phone and digital.

## Main Responsibilities:

- Training junior sales staff, working alongside a specialist agency to assist you
- Developing in-depth knowledge of products and services to make suitable recommendations based on customers' needs and preferences
- Data cleansing a contact/MQL funnel to progress or qualify out database contacts
- Implementing sales strategies, working closely with the sales team
- Managing the telesales team and assisting junior staff
- Setting weekly and monthly sales targets
- Maintaining prospect and customer relationships
- Compiling and presenting sales reports

For more information or to forward your CV for consideration for this role please email [recruitment@clarilis.com](mailto:recruitment@clarilis.com)



## The ideal candidate will have the following skills and attributes:

- Proven work experience working in telesales, preferably within professional services
- Excellent interpersonal skills
- Strong managerial and sales skills
- Ability to multitask
- Good verbal and written communication skills
- Ability to work well under pressure
- High standards of professionalism and integrity a must
- Ability to write and present reports
- Familiarity with HubSpot CRM an advantage

## What do we offer:

Working closely with the CMO and wider sales team, this is an exceptional opportunity for the successful candidate to be a key team member in a high-growth tech company.

## EEO Policy:

Clarilis is an equal opportunity employer. All qualified applicants will receive consideration for employment without regards to race, colour, religion, sex, national origin, disability, sexual orientation or any other characteristics protected by law.

Hours: **Full-time**

Location: **Leamington Spa**

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