

Senior Sales & Business Development Role

Title	Senior Business Development Manager
Employment	Full time
Role Reports to:	Sales Director
Location:	London / remote
Closing date:	1 st December 2023

About Diligencia

Diligencia (www.diligenciagroup.com) is a specialist information services provider, focused on supporting due-diligence and corporate intelligence work within the Middle East & Africa region. Established in 2008, we combine advanced technology and human insight to extract and collate unstructured data on companies in territories where public domain information is not readily available. Clients rely on the combination of our technical retrieval skills and data curation to establish unequivocal facts upon which corporate intelligence is built and decisions become more informed.

Headquartered in Oxford, Diligencia also has offices in Tangier, Morocco and Dubai in the UAE, which support our data gathering activities across the region. In total the group currently has 70 employees representing 14 nationalities.

What we believe and how this informs our daily decision making:

- **Clarity** – our guiding philosophy informing everything we do, from the quality of our information, how we communicate and what we enable our clients with i.e. enabling clarity in their decision making
- **Authenticity** – our information is authentic because we go to original and official data sources to establish unequivocal facts. We also strive to be authentic, open, and honest in our relationships with each other internally, and the clients and partners we work closely with; we provide information on emerging markets, which we believe should be easily and openly accessible to everyone
- **Tenacity** – we have had to work hard to build our database, tying together data from several different sources, sometimes entering it manually. Our company history therefore speaks of tenacity, the same kind of tenacity and attention to detail all our employees show when they go about their research
- **Relationships** – the relationships between the subjects on our database unlock the power of our information; the relationships we have with our clients, our employees, our suppliers, and our host governments are also key to our future success

Job purpose

Reporting directly to the Sales Director, Diligencia is looking for a highly motivated, experienced individual to join our New Business Sales team at a senior level. This is an exciting opportunity to join a growing, self-funded, established organisation, that is now looking to grow rapidly as it brings new products and services online, and to take control of new business sales activities across various sectors, and to maximise business revenue streams.

Main accountabilities

The successful applicant will:

- Be part of and help expand the New Business Sales team
- Contribute to meeting and exceeding revenue targets by closing sales
- Cultivate and manage new leads through inbound and outbound sales activities
- Maintain detailed opportunity information in HubSpot
- Be an organised self-starter who can generate new leads by researching and identifying a set of target customers and then using a mix of initiative, digital marketing channels and tools to initiate and develop relationships with prospective customers
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions
- Be an integral part in defining and contributing to the Sales Strategy

Requirements specific to the role

You will:

- Have an established and demonstrable network of relevant connections in our target markets
- Have a good understanding of the business environment and a willingness to learn about entity data, business information solutions and KYC/AML regulations
- Have gained experience selling products or services in another firm or firms, ideally in industries/sectors that are major users of compliance and risk management solutions
- Be able to perform effectively in difficult and complex situations
- Have strong commercial, entrepreneurial and sales skills
- Be ambitious, energetic and have strong interpersonal skills
- Be constructive, resilient, a self-starter and tenacious
- Be able to organise yourself independently while communicating and consulting with the broader team members on a continuous basis
- Be results driven and have a proven track record of setting and achieving sales targets
- Have the ability to work within a team-oriented and innovative environment
- Have the ability to work remotely for periods of time
- Have excellent written and verbal professional communication skills
- Ideally have another European language and/or Arabic
- Be experienced in MS Outlook, Excel, PowerPoint and other business applications



Benefits

Diligencia is a forward-thinking company which offers a competitive package, including:

- Competitive base salary
- Commission on new business sales
- Entry into the Enterprise Management Incentive (EMI) share option scheme
- Life assurance at 4x salary
- Contributory workplace pension scheme
- 25 days annual leave
- Private health scheme

How to apply

Thank you for your interest in working at Diligencia.

Please send a copy of your CV and a covering letter to careers@diligenciagroup.com.

All applications need to be received by the close of business on the date stated above. We will be in touch shortly if there is a suitable position available for you.

Unfortunately, it is not possible to respond to all applications due to the number we receive. If you do not hear from us, regrettably your application has been unsuccessful. We wish you all the best with your employment search.