

Job Title: Business Development Manager

Location: United Kingdom/ Remote

Department: Sales

Reports to: Sales Director

Job Summary:

We are seeking an ambitious and results-driven **Business Development Manager (BDM)** to join our expanding team. In this strategic role, you will be responsible for identifying and developing new business opportunities, building strong relationships with key stakeholders, and driving revenue growth.

You will work closely with sales, marketing, and product teams to craft tailored solutions for prospective clients. Your expertise will be instrumental in expanding our market presence and achieving our ambitious growth targets.

Key Responsibilities:

- Develop a pipeline and execute a strategic sales plan to achieve revenue goals.
- Identify, target, and engage potential customers within the fleet and vehicle compliance sector.
- Build and maintain strong, long-term client relationships.
- Deliver compelling sales presentations and product demonstrations.
- Negotiate contracts and close deals to drive revenue.
- Collaborate with internal teams to ensure successful client onboarding

Qualifications & Experience:

- Proven experience as a BDM or similar role within the B2B SaaS or fleet industry.
- Track record of achieving or exceeding sales targets.
- Strong negotiation, presentation, and interpersonal skills.
- Ability to identify customer needs and offer effective solutions.
- Proficient in CRM software and sales automation tools.
- Competitive base salary with uncapped commission potential.
- Professional development and career advancement opportunities.
- Collaborative and supportive work environment.
- Be part of a growing company driving innovation in fleet management.

If you are passionate about business development and want to play a pivotal role in Tranzaura's growth journey, apply now and help us revolutionise vehicle compliance!