🦊 Job Opportunity: Business Development Manager (BDM)

• Location: United Kingdom (Remote)

Department: Sales

Job Type: Full-Time

Reports to: Sales Director

Join Tranzaura - Driving Innovation in Fleet Management

Tranzaura is a fast-growing provider of Fleet Management and Intelligence software, transforming how organisations manage vehicle compliance and operational efficiency. We're looking for an **ambitious**, **results-driven Business Development Manager (BDM)** to help fuel our growth and shape the future of transport technology.

What You'll Do:

- Develop and manage a pipeline of new business opportunities aligned to growth targets.
- Identify, target, and engage prospective clients in the fleet, transport, and compliance sectors.
- Build and nurture strong, long-term relationships with key stakeholders.
- Deliver persuasive product presentations and tailored demonstrations.
- Lead contract negotiations and close deals to drive revenue.
- Collaborate with internal teams (Sales, Marketing, Product, and Onboarding) to ensure smooth client acquisition and handover.

What We're Looking For: We will be a continued and the continued are to be a continued as a continued are to be a continued are

- Proven success as a BDM or similar role in B2B SaaS, fleet, or vehicle compliance industries.
- Demonstrated ability to consistently achieve or exceed sales targets.
- Strong negotiation, presentation, and relationship-building skills.
- Ability to understand complex client needs and align solutions accordingly.
- Proficiency in CRM platforms and sales automation tools (e.g., HubSpot, Salesforce).

What You'll Get:

- Competitive base salary plus uncapped commission structure.
- Real opportunities for career growth and professional development.
- A dynamic, supportive, and collaborative work environment.

• The chance to shape and grow within a company that's leading digital transformation in transport and compliance.



Ready to drive growth with Tranzaura?

Apply <u>here</u> and be part of a forward-thinking team that's redefining fleet management across the UK and beyond.