



Business Development Manager

Remote first/flexible working
Competitive salary + OTE + bonus

We create learning with impact



Established in 2005 in Northern Ireland, Synergy Learning is an award-winning global learning technologies company helping customers in over 40 countries.

We're a global leader in the design and development of custom learning solutions, having developed over **1000 projects** helping over **2 million learners** worldwide. We are a **Premium Certified Moodle Partner** and a **Platinum Totara Alliance Partner**, winning numerous awards in recognition for our work with these platforms. We work in partnership with customers as diverse as Samsung, Amazon, Save The Children and the National Health Service to help them improve their performance & make lasting impact on their employee development.

As a **remote-first** team we foster incredible flexibility for our team and give them the opportunity to work in the best way for them. Our team and our culture makes Synergy Learning what it is today, shaped by our work and the people who deliver it; we'd love for you to be part of that!



Our Vision

To be the world leader in results-driven learning technologies that **Excite, Engage & Empower**.



Our Mission

To create incredible learning experiences using technologies that deliver tangible, compelling results for our customers.



Our Values

We **WOW!** We are **passionate & committed**.
We are **innovative**. We have **fun**.
We are **1Team**.



Business Development Manager



Overview

We are seeking an outstanding salesperson with the additional drive, enthusiasm and expertise necessary to bring our customers' requirements to fruition.

Ideally coming from a learning technologies B2B software sales background, you will create and build a significant sales pipeline through understanding customer requirements.

You will work with the wider team to create WOW, that comes with exceeding expectations. Reporting to the Head of Customer Experience, you will be joining the team as we build a platform for significant growth.

If you find this prospect exciting, and you want to work in a positive, team focused culture; you have the talent required and identify with our vision and values, then we want to hear from you.

This is a UK or Ireland based remote -first role, with some travel when safe to do so. You will also visit our Belfast Hub from time to time for learning & collaborative purposes, and if you live nearby you can work there as often as you wish.

Job Purpose

The Business Development Manager's purpose is to build and manage a sales pipeline of prospective customers, collaborate internally within the wider team and deliver on an agreed quarterly/annual target.

This role is responsible for customer acquisition and will respond to new business enquiries, lead generation, writing tender responses and the delivery of targeted campaigns. By understanding customer requirements, they will effectively present the ability to meet these by demonstrating and presenting our value proposition.

The level of new and existing business successfully closed, against agreed targets, will be the key measure of your success.

Business Development Manager



Key Responsibilities

- Generate prospects, respond to assigned leads and nurture a sales pipeline to contract close
- Maintain accurate and complete records of all opportunities and customer records within a CRM database
- Develop a deep understanding and knowledge of our products and services
- Understand and define complex customer requirements and demonstrate how we support customers to exceed these
- Present highly competitive commercial proposals and demonstrations, both live and virtually, in coordination with the wider team
- Deliver against quarterly and annual targets
- Act as a brand ambassador for Synergy Learning ensuring that clients receive WOW customer service
- Engage proactively with goals, learning & development and performance enablement

Relationships & Reporting

- The Business Development Manager will work collaboratively with Account Managers and Marketing Manager on a regular basis, and the wider Customer Success Circle
- Reporting to the Head of Customer Experience

What we are looking for in **you**



You must have

- At least 2 years B2B experience in selling SaaS applications
- Knowledge of Learning Management Systems
- Proven track record of consistently achieving sales targets
- Excellent communication skills and a preference for consultative selling
- The collaboration skills necessary to deliver an outstanding customer experience
- Willingness to travel (when safe to do so)

We would love you to have

- Experience of Moodle and Totara
- Experience of using Salesforce
- Experience of using JIRA

The benefits



We're focused on delivering incredible results for our customers and we know that our team work hard to achieve this. We want to make sure you're rewarded for your efforts beyond your salary. Wellbeing, workplace culture and recognition are some of the key focus' rewarding all 1Teamers with an market-leading package of employee perks and benefits.



**Welcome Pack
with Latest
Hardware**



**Bonus &
Workplace
Pension**



**Access to a
modern, high-spec
Hub in Belfast**



**PIRKX
Employee
Perks Scheme**



**Team-led
Social Events**



**Birthday
Vouchers**



**Charity
Initiatives**



**20 Days Work
From Anywhere
Outside UK**



**52 Hours
Personal
Learning**



**35 Days
Annual Leave**



**Award
Winning
Wellbeing
Programme**



**Remote-first,
Flexible
Working
Model**

How to apply



If you are suitably qualified and experienced and you think you would like to join us, then we'd love to hear from you! Here's how you can apply:

-  Follow the link to Apply Now to begin your application
-  Upload and attach a copy of your up-to-date CV
-  Attach a cover letter explaining why you're the best person for this role, outline your career objectives and how Synergy Learning can help you fulfil them.
-  Answer the supplementary questions as best you can and submit your application: easy!
-  We will respond to every applicant and our People Circle will contact you to arrange an interview if your skills and experience are a strong match for the role.

We are an **equal opportunities employer** and welcome interest from all suitably qualified individuals. We always recruit on merit alone, but as we are currently underrepresented by **females** in our workforce, we would particularly like to encourage women to apply.

If you are disabled, and/or require any **reasonable adjustments to assist you** in applying for this role, or in due course, attending an interview, **please let us know** and we will do all we can to facilitate the request(s).

Data Protection

By applying for this position, you agree that we can process your data. We process this data for recruitment purposes only. We are storing this data in our Applicant Tracking System, which stores data in the U.S and is fully compliant with the EU data protection laws, and we will not share it with anyone else. We would like to keep this data until our open role is filled. We cannot estimate the exact time period, but we will consider this period over when a candidate accepts our job offer for the position for which we are considering you. When that period is over, we will either delete your data or inform you that we will keep it in our database for future roles. Here's a link to our privacy policy. (<https://bit.ly/2KzSF6W>). In this policy, you will find information about our compliance with GDPR (data protection law). You can find how to send us a request to let you access your data that we have collected, request us to delete your data, correct any inaccuracies or restrict our processing of your data. You can contact our DPO at dpo@synergy-learning.com for more information.