

CPC443 – Sales Engagement Manager – Integrated Intelligent Infrastructure

Location	Milton Keynes or London
Reporting to	Engagement Director
Working hours	Full Time
Contract type/duration	Permanent
Date written	October 2021
Closing date	14 th November 2021

Purpose of the role

At Connected Places Catapult, we provide impartial ‘innovation as a service’ for public bodies, businesses, and infrastructure providers to catalyse step-change improvements in the way people live, work and travel. We connect businesses and public sector leaders to cutting-edge research to spark innovation and grow new markets. We run technology demonstrators and SME accelerators to scale new solutions that drive growth, spread prosperity, and eliminate carbon.

What are Connected Places? Places thrive on their ability to connect people – to resources, opportunities and to each other. Throughout history, new technologies have enabled ever-increasing levels of physical, social and digital connectivity. The application of today’s emerging technologies to the places we live, work and play will enable even greater levels of connectivity, driving new services, productivity gains and prosperity.

The Connected Places Catapult is a not-for-profit organisation partially funded by Government to help develop UK business by accelerating innovation in Connected Places. Our remaining funding comes from commercial work, or through collaborate R&D. We convene across industry, government and academia to create successful consortia and deliver projects that break down barriers to innovation and allow the UK to prosper. As Sales Engagement Manager, you will add to your existing network of stakeholders and create and nurture relationships with government and corporate partners and identify, shape and close new commercially funded opportunities. You will lead discussions with potential clients to effectively qualify opportunities; work with solution architects and delivery organisation to development the scope of the project; and addressing any objections and negotiate and close the contract.

In your role you will be responsible for growing our presence with the supportive utility industries that make places work, such as water, energy, waste, communications, and connected assets and working with the government departments that manage these, such as DCMS and Geospatial Commission, where we have existing contracts.

Integrated Infrastructure is a relatively new ecosystem for CPC so we need someone who is experienced at growing a pipeline and identifying and approaching new clients by identifying the industry and client challenges and being able to articulate the benefits that CPC can bring.

The role requires the working with internal teams to build successful proposals and propositions and will require working alongside virtual teams, often containing a range of grades, interests and skills whom may often not be customer facing and sometimes highly technical.

It is expected that the role will involve a certain amount of travel and must have access to Milton Keynes or London.

Key Responsibilities

- Deliver opportunities for CPC that directly contribute to team and individual sales revenue targets and organisational KPIs.
- Lead and manage existing accounts (DCMS, Geospatial Commission) and develop and deliver new relationships across the Integrated Infrastructure ecosystem to maintain and create viable relationships that secure revenue opportunities.
- Create, lead and deliver our key relationships for a range of propositions and business opportunities to support the CPC brand and business development activities in the marketplace.
- Work with the wider organisation including our Bid Team, Solution Architects, Commercial, Finance and Operations in the definition and delivery of new opportunities.
- Create a pipeline of strategically aligned opportunities for CPC.
- Develop winning proposals (with support from bid team) and work with clients to negotiate and close the opportunities.
- Build a network of contacts, including presenting and participating on behalf of CPC at public events.
- You may be required to undertake any other reasonable duties to support the Catapult in achieving its strategic outcomes and ensure effective business operations.

Required skills and experience

Essential:

- Experienced and skilled at negotiations with key senior and c-suite stakeholders in the context of a multi-faceted decision-making unit, relationship management, bids, proposals and tenders.
- Excellent communication skills.
- Ability to identify, qualify, negotiate and close large scale programme opportunities.
- Proven sales ability with a demonstrable track record of creating new logo clients.
- Experience in B2B, new and emerging technologies, services, systems and products.
- Successful customer strategy development and account planning.
- Understand financial and commercial agreements.
- Extensive experience of commercial bids, proposals and tenders.
- Excellent presentation and public speaking skills, with the ability to inform and influence key stakeholders and decision makers.
- Knowledge of Integrated Infrastructure ecosystem.

Desired:

- Relevant contacts (Heads of Innovation, C-level, Business leaders) in target clients such as mobile network operators, Inmarsat, Ofwat and water companies, National Grid etc.
- The role will require additionally some public speaking, virtual networking and use of social media as a means of influencing public opinion therefore the ability to maintain a credible and authoritative public face is useful.
- Knowledge of new and emerging technologies in related areas.
- Knowledge of SME and Academia as a potential audience.
- Knowledge of working with and for Government organisations.

To apply for this role please email us on jobs@cp.catapult.org.uk with your CV and covering letter attached quoting the ref: CPC443

Employment here is based solely upon individual merit and qualifications directly related to professional competence. We strictly prohibit unlawful discrimination or harassment on the basis of race, colour, religion, national origin, ancestry, pregnancy status, sex, gender identity or expression, age, marital status, mental or physical disability, medical condition, sexual orientation, or any other characteristics protected by law. We also make all reasonable accommodations to meet our obligations under laws protecting the rights of the disabled.