



# Business Development Manager

## Frog Systems Limited

Location: **London, UK**

Sector: **Corporate Sector, Professional Services, Law & Accounting firms, Public Sector**

Job type: **Permanent**

Salary: **£45K-50K a year**

Benefits: **Attractive commission scheme, Pension, Share Options**

In any normal year one in four of us in the UK experiences a mental health problem. Yet three quarters of the people with mental health problems receive no treatment and do not know where to turn to find the help they need. Lack of easy to find, relevant online information at point of need leaves people feeling isolated, stigmatised, and frustrated. The effects of the COVID-19 measures will only exacerbate this situation - with the return to 'normal' posing considerable long-term mental health challenges for UK plc.

According to Deloitte poor mental health costs UK employers up to £45 billion a year and that for every £1 spent by employers on mental health interventions the return is £5 back in reduced absence, presenteeism and staff turnover\*.

Frog Systems, a digital healthcare solutions company, has created the first dedicated mental health and wellbeing video platform to utilise the power of the lived experience to communicate positive messages of hope and support, to those facing their own personal challenges. Frog makes the task of finding hope easier.

Frog's primary purpose is to demonstrate to people that they are not alone; they should not feel inhibited nor stigmatised by their personal challenges and that help IS available, by showcasing 60 second stories, in its Champions Cinema, of hope and support told by real people. Frog complements other support services by bridging the gap between someone struggling and encouraging them to take that first step in seeking the support they need.

The platform can be licensed and customised to meet the specific needs of any organisation with a duty of care, to provide an extremely cost-effective and powerful wellbeing support tool using a powerful data analytics suite.

With significant interest from several public sector and blue chip organisations, the company is now seeking to engage an experienced outgoing self-starter with an entrepreneurial mind-set and a proven track record in consultative sales to hit the ground running and push the company forward. This is an exciting time to be joining Frog as in the short to medium term the company intends to scale the business rapidly into a significant business with international aspirations.

You will be responsible for day to day business development working closely with the CEO, and a team of highly experienced Executive Directors. You will be helping to drive the implementation of the business strategy and client development plans as well as leading on pitches for the business.

This is a broad role providing the opportunity to apply skills and experience right across the sales and development mix in an ambitious new business. Your previous experience in professional services will be an asset to the company from day one.

*\* Mental health and employers: refreshing the case for investment January 2020*



## Responsibilities

- Build robust consultative sales strategies, forecasts, and pipelines
- Network, establish and nurture relationships with prospects at C level, enabling you to identify new business opportunities - including markets, growth areas, trends, customers, products and services
- Create and deliver corporate pitches and tender applications confidently
- Proposal production and writing, initiate and attend client meetings
- Think strategically - see the bigger picture and set aims and objectives to develop and improve the business
- Act as a trusted advisor, with a good understanding of corporate culture, to prospects in the areas of wellbeing and mental health
- Collaborate with CEO and directors to grow and optimise profitability, aligned with the growth strategy
- Work with 3rd parties on partnership opportunities and associate deals
- Attend seminars, conferences, and events where appropriate
- Keep abreast of corporate and social responsibility trends and changes in the business world

## Requirements

- Self-motivated, autonomous, and proactive
- Previous experience in a consultative sales or a business development role.
- Strong financial acumen and ability to report on sales/finance activity
- Strong target driven background and always closing mentality
- Previous experience in a client-facing HR & employee benefit environment is desired but not essential.
- Strong experience in pitching and demonstrating a product or service.
- Strong negotiation skills at C Level and an experience of achieving targets.
- Excellent business acumen with ability to produce reports for all stakeholders and directors.
- Excellent written and verbal communication skills, with a finely tuned ability to influence others.
- A demonstrable and empathetic passion for wellbeing
- Strong attention to detail and great task and project management skills.
- Excellent organisational skills
- Excited by the prospect of working in the fast paced, challenging and sometimes stressful environment of the start-up.

Interested? Please send a current CV to [careers@frog.net](mailto:careers@frog.net)

**Direct applications only. No agencies**