

Business Development – Director

ROLE PURPOSE

Instant are looking for a consultative sales person to join our team in the US Region. We're looking for someone with an entrepreneurial flair who enjoys working in a fast paced yet rewarding environment and is motivated by excellent customer service.

Business Development Director is a field sales role responsible for both direct client contract value development as well as growth through contract expansion and the introduction of new products and services. The territory for this role will be US based, and carries a transactional sales quota of 400K annually and target of 1 managed office solution annually.

KEY RESPONSIBILITIES

- Quota responsibility of 400k+ of contract value within a territory
- Target C-level executives to develop property solutions deals that maximizes the value delivered by Instant's solutions
- Cross selling/up selling solutions to deliver value to your client base
- Account management with outcome of increased customer satisfaction and increase in retention & account growth
- Consistent execution of Instant sales methodology
- Proficient in account planning and pipeline management
- Manage forecast accuracy on a monthly/quarterly/annual basis
- Maintain competitive knowledge & focus
- Fiscal responsibility with regards to expense management
- In-depth knowledge of Instant's services and solutions

BACKGROUND AND EXPERIENCE

- You will be a highly motivated by targets and customer service, with a good level of sales experience.
- Experience of dealing with C-LEVEL execs and building relationships
- Display a passion for consultative based selling and knowledge of the real estate market coupled with a strong business acumen.
- Strong communication skills with the ability to manage objections
- Strong commercial acumen

KEY SKILLS AND COMPETENCIES

This role involves having the following key skills and competencies, namely:

- Strong individual with passion for selling and closing business along with excellent customer service skills
- Self-motivated and driven with a positive attitude
- Business focused and a forward thinker
- Proven sales record and strong performance within the sales teams at Instant
- Excellent negotiation skills and ability to close business
- Ability to work independently and use own initiative to get the job done and achieve the best results
- Ability to work within a competitive environment whilst supporting colleagues and offering advice and help
- Thrives in a competitive, sales environment

MEASURES OF SUCCESS AND KEY STAKEHOLDERS

KPIs

You will be accountable for achieving set monthly KPIs and targets outlined below:

- Monthly deal target
- Monthly net target

Stakeholders

Internal

- Inside sales team manager
- Sales support rep
- Operator Relationship Team
- Outsourcing Team – client services team

External

- Partners
- Operators
- 3rd parties

Working at Instant

About The Instant Group

Whether it's market volatility, AI, digital connectivity or the rise of the millennial, we are seeing fundamental changes in how and where we work. **These changes are accelerating.**

We are a workspace innovation company that enables our clients to navigate continual disruption with continual transformation. Our flexible workspace solutions inject enterprise agility, strengthen brands, attract talent, nurture collaboration, reduce cost and drive EBIT performance.

This moves beyond 'workspace as a service' to workspace as a platform for growth, creating unique environments where people, place and performance converge. The Instant Group is **Rethinking Workspace.**

Established in 1999, The Instant Group has achieved 23% compound growth over the past 4 years and continues to expand with private equity funding from MML Capital in 2012. It has offices around the world including London, Berlin, New York, Hong Kong and Sydney and employs more than 150 staff.

A business is only as good as its people

It's not all noses to the grind-stone though; Instant is a fun and dynamic place to work, where colleagues support one another and where the next social event is always just round the corner. We have been consistently rated as one of the best small companies to work for by the Sunday Times and are committed to continuing to make Instant a great place to build a career.

Instant is a values-driven organisation. We adopt and live by our values:

- We are passionately client focussed 24/7, 365
- We operate with integrity and a sense of fun
- We build long term client relationships based on trust

Business Development - Director
New York City



- We question convention with the desire to improve performance
- We collaborate in teams to create solutions that solve client problems
- We strive for excellence in all that we deliver
- We attract and develop the most talented people

We are a fast growing business with an exciting and vibrant atmosphere, where staff are encouraged to think for themselves and are rewarded for contributing to our success.

To support our ambitious growth plans, we want to attract and develop the best people – resourceful, committed individuals with relevant experience and a client-centric mindset.

The details

We pay market salaries and the right person will be offered a package according to their experience.

You will work 9am to 6pm Monday to Thursday and 9am to 4pm on Fridays.

For more information please contact Alice Mitchell:

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