

Technology Manager (Lead Generation)

Lightfoot is an award-winning, government supported technology that is proven to make our roads safer, our environment cleaner and our motoring less expensive. Our product has been described as the Fitbit for cars. It is ground-breaking and disruptive. We will be continuing our rapid growth from 2020 into 2021 and our ambition is to become a \$billion business.

As part of our rapid growth, we are looking for an exceptional, innovative and highly motivated individual to contribute to and share in the success of our experienced and ambitious sales & growth team. Your focus will be on creating meetings with businesses who operate car and van fleets who would benefit from seeing our technology demonstrated.

Roles & responsibilities

- Managing Lightfoot's Lead Generation activities. Leading a team, defining activity levels to reach KPI's and a "Meetings Booked & Attended" target.
- Working with the Sales Director, you will provide internal support to Sales activity, ensuring correct information and activity is being upheld by the remote Sales Team to achieve sales.
- Contacting potential fleet customers to arrange meetings for our Sales Team to be demonstrating our technology and then working with the relevant Salesperson, facilitating the purchase of our award-winning technology.
- Building and cultivating relationships with our Partners in order to create meetings and Sales opportunities for the Sales Team.
- Managing an External Lead Generation Partner and ensuring that their activity is in line with our goals and objectives.
- Working closely with all internal departments and teams to ensure the Lightfoot proposition is fully understood and delivering exceptional customer experience to prospects through you and your team.
- Capturing information in our CRM system (Salesforce) and ensuring all communications and outcomes are correctly recorded.
- Provide a summary report on weekly performance at weekly sales meetings and as required by the business.
- Supervision & Leadership of Technology Specialists
- Development and Management of Technology Specialists

Desirable skills and experience

- Demonstrable success in prospecting and creating meetings within a Fleet / Software / SaaS environment is **essential**
- Management experience or a desire to manage your own team leading by example is **essential**
- Ability and motivation to self-generate leads, opportunities through a variety of sources, including your own networking, event planning and online activity is **essential**
- Exceptional relationship skills, with the ability to understand complex buying environments and interact at all levels through internal and external stakeholders is **essential**

- Excellent organisational skills and the ability to prioritise workload to achieve required personal and organisational objectives is **essential**
- Ability and motivation to self-generate leads, opportunities through a variety of sources, including your own networking, event planning and online activity is **essential**
- Computer & IT literate, including Microsoft Office suite is **essential**
- Outstanding customer relations skills is **desirable**
- Experience working with Salesforce CRM, LinkedIn etc is **desirable**

Personal characteristics

- You will support and represent our core values
 - To Care, To Deliver, To Innovate
- Ambitious, results-driven and highly self-motivated
- Credible, reliable and honest
- Confident and articulate in all forms of communication and able to adapt your style to suit each situation or audience
- Organised and attentive to detail
- Personable and outgoing, with a good sense of humour
- Flexible and able to adapt within a fast-moving and exciting environment
- Full UK driving licence and prepared to travel if required across the UK

Salary & benefits

- £35,000 (£60,000 OTE plus)

Location

- You will be based at our award-winning office just outside Exeter

How to Apply

If you think you could be who we're looking for, please forward an email briefly summarising why you'd be great for the role, and include a copy of your CV, to work@lightfoot.co.uk.