

Position Profile

Our client: Leyton

Role:

Business Development Executives – Scotland
*Multiple Roles x 8



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1: Our Client

[Leyton](#) has grown from a small consulting firm, founded in 1997, into Europe's largest innovation funding specialist helping innovative organisations improve their global performance. Here in the UK, the company's specific expertise sits within the optimisation of Research and Development (R&D) Tax Relief, R&D Grants as well as HR Advice and Employment Law Services. With over 20 years' experience, they have carefully assembled a distinctive blend of highly qualified tax professionals, lawyers, and consultants experienced in almost every industry sector and now proudly have the largest technical team dedicated to R&D Tax claims across Europe.

Innovation & Expertise

Leyton's in-house multidisciplinary teams consist of highly qualified consultants with significant experience working across all industries that work together to quickly develop effective savings solutions for their clients. They have created and enabled significant savings in a wide range of industry sectors: Software, Engineering, Manufacturing, Food & Drink, Architecture and many more thereafter. As a business they are constantly monitoring market developments so they can provide the most up-to-date saving solutions so to maximise client returns.

Local & International

With 19 offices worldwide, Leyton remain close to their core client population and thoroughly understand the markets in which they now operate. With UK offices in London and Glasgow, they ensure that they remain near to their local client base and can visit when required at any point in the rebate process. They also draw on an integrated global network of specialist teams, so end users can benefit from their collective knowledge and expertise across all Global territories and locations.

2: Background to the Opportunity

Helping partner business achieve their potential through delivering valuable R&D Tax Credits.

Firstly, what are R&D tax credits?

R&D tax credits are a tax relief designed to encourage greater R&D spending, leading in turn to greater investment in innovation. They work by reducing a company's tax bill by an amount equal to a percentage of the company's allowable R&D expenditure. A company can only claim R&D tax credits if it is liable for Corporation Tax. The main schemes for claiming relief are:

- The Small or Medium-sized Enterprise (SME) Scheme
- Research and Development Expenditure Credits (RDEC)

Official figures from HMRC show that approximately £2.9bn is claimed by companies each year in the UK, mainly from engineering, science and technology firms but the scheme is open to organisations from all sectors. This is also a fraction of what could have been claimed. Recent industry estimates suggest that 30% of UK SMEs which would be eligible for funding, are still not aware of the reliefs available to them. This means a huge percentage of UK business are missing out on valuable funding, funding which could fuel further growth and ultimately provide more skilled jobs.

Why is this?

Well, the biggest problem is that most SMEs don't always consider themselves as 'innovative' or indeed even eligible for R&D credits, when actually a huge number are. The perception of R&D credits is that applicable development work is only carried out by scientists in lab coats carrying smoking test tubes. However, it goes much wider than that. R&D credits can apply to many developments and improvements necessary for companies to stay competitive in their specific fields. This means everything from food & drinks companies reducing product sugar content to high street retailers developing footfall measuring techniques.

Leyton Scotland

Leyton launched their Scottish Office in the Spring of 2015 to help Scottish based business secure valuable and much needed funding due to them. The Head of Scotland for Leyton, [David Kent](#), initially hired a team of 4 field based BDE's to help proactively take the brand, message and proposition to market. Since this time, the

Scottish business has grown both in overall headcount (significantly), profile, office space, reputation and turnover.

The incremental, business development opportunities Edison Bond are now recruiting have been created as part of Leyton's ongoing commitment and plans to support even more organisations to realise their growth potential.

3: The Role

Business Development Executive – Scotland

Would you like to work in a mature, but pretty cool environment and culture, where you can make a tangible difference to your client's business, working with autonomy, transparency, and trust? But, where competitive spirit is welcomed and personal success rewarded handsomely?

Yes? Then read on...

Reporting into a Managing Partner, the **Business Development Executive** will take responsibility for delivering the growth aspirations and commercial goals for Leyton across Scotland and the North of England.

Leyton service a wide variety of customers across all sectors of industry therefore the *Business Development Executive* role involves visiting a variety of different businesses with client engagement ranging from individual Heads of Tax, General Managers, Boards and to C-level.

The Business Developers' main responsibility is to generate new business accounts through face to face selling, telephone lead generation and personal networking; whilst being proactivity supported by the internal telesales/lead generation function. Your target markets will range from SMEs to large corporate accounts.

This is without question predominantly a new business focused role, requiring commercial hunter instincts and a proactive approach to enable success. You will also need energy and personal drive and you must also be outcome focused.

Key responsibilities for the post include:

- Identify and build a fluid pipeline of opportunity to develop and add value to your client/partner network and create new revenue streams
- Educate prospects on the value of the company's tailored solutions
- Manage the full sales cycle including preparing tenders/proposals
- Work closely with all Leyton internal departments and business units to ensure all necessary reports and processes are completed accurately and on time
- As this is a field based role involving regular travel, you are required to work across Scotland and occasionally Northern England. 2 days in the office and 3 days in the field on average but flexibility is required
- Client meetings are generated through your own lead generation efforts supported by dedicated London & Glasgow based tele support teams
- Business Development Executives are expected to make a minimum of around 100 cold calls per week and attend 18 meetings a month on average so you must be as comfortable with telephone engagement as face to face selling
- Attending specific industry and sector focused events and building a contact useful network to help identify new potential client partners

Key KPIs expected:

- 5 Self-generated meetings per month
- Attend 15 meetings per month
- Secure 5 new contracts per month
- Generate £450,000 per annum in revenues

4: Required Candidate Background/Experience

You will be able to clearly demonstrate the following experience and attributes:

- Strong track record of success in field based B2B solution sales, 3ys+
- New business development experience
- A consultative approach having sold solutions or services to C-level
- Experience of cold calling to develop appointments/opportunity
- Strong negotiation and presenting experience
- Proactive self-starter, ambitious and commercial
- High attention to detail, with a process and solution focused mind-set
- A team player, patient and emotionally intelligent
- Personal drive and ambition in spades!
- High level of personal and professional integrity
- Bachelor's degree or equivalent education

5: Remuneration

A highly competitive basic salary is negotiable between £30,000-35000 depending on experience is on offer supplemented by a '**realistic**' and uncapped On-Target bonus structure;

*c55k take home in year 1 progressing towards 80k+ in year 3 is average across the Scottish based team but this depends on you.

Fully expensed Company Car, Laptop and Mobile are also provided.

Other benefits such as Pension, Private Dental/Medical, Life Assurance, Child Care Vouchers and Gym Membership plus various others are available also after an initial standard probationary period.

6: The Recruitment Process

For a discrete conversation about this fantastic opportunity with a unique business, in the first instance please contact the **retained search partner Neil Brown** at Edison Bond on 07432 482 882 or email: neilbrown@edisonbond.com

**Please note that any unsolicited, third party or direct applications will be redirected immediately to Edison Bond for further review.*

Edison Bond are experts in recruiting Sales, Marketing & Digital professionals in Scotland, across the UK and beyond.
