



## Business Development Manager

United Kingdom / Remote

Are you a high-energy sales professional with a passion for technology and a proven track record in B2B sales? Do you thrive in an international environment, working with decision-makers across multiple cultures?

If so, TeleGeography invites you to join our growing sales team as a Business Development Manager covering Europe & Africa.

TeleGeography is the leading source of data-driven insights on global telecommunications infrastructure. Our research powers the strategic decisions of service providers, enterprises, investors, and governments worldwide. This is your opportunity to sell a market-leading product with a strong reputation, backed by a team of expert analysts and researchers.

### Responsibilities

As Business Development Manager, you'll take full ownership of the sales process from prospecting to closing. Your mission: expand our customer base and grow revenue in Africa and Europe. This includes:

- **Hunt for new business:** Identify, engage, and close new clients across Africa and Europe.
- **Manage the full sales cycle:** Prospect, qualify, demo, negotiate, and close deals with senior decision-makers.
- **Expand existing accounts:** Identify upsell opportunities within key customers and grow our footprint in their organisations.
- **Engage with industry leaders:** Represent TeleGeography at global telecom events and conferences to network and drive new business.
- **Work with a world-class team:** Collaborate with our expert analysts to deliver value-driven solutions to our clients.
- **Report & forecast with precision:** Keep management updated on sales performance, pipeline, and market trends.

### Essential Qualifications:

- **3+ years of successful B2B sales experience**, with a strong track record of meeting and exceeding targets.
- **Experience managing the full sales cycle**, from prospecting to closing.
- **Proven ability to sell to senior stakeholders** and influence decision-makers.
- **Strong interpersonal and communication skills**, both on the phone and in person.
- **Ability to travel internationally** for conferences and client meetings.
- A genuine **interest in technology and telecom**—experience in SaaS, data, or research sales is a plus.



## Why TeleGeography?

- **Uncapped Earnings Potential:** Your success directly translates into your commission & earnings.
- **Remote Culture:** Ability to work from anywhere in the UK while selling across international markets.
- **Industry-Leading Products:** Sell world-renowned telecoms data and research products trusted by top-tier clients worldwide.
- **Global Exposure:** Work with major enterprises, telecoms providers, and governments across Europe & Africa.
- **Supportive & Expert Team:** Join a team of highly knowledgeable professionals who will support you in achieving success.

**Location:** United Kingdom (Remote)

**Salary:** £40,000 basic per annum + **uncapped commission** (OTE approximately £95,000)

**Benefits:** Group health plan | Contributory pension plan | International travel opportunities

## How to Apply

If you're ready to take your sales career to the next level and work with a prestigious global brand, we'd love to hear from you.

 **Email your CV** or any questions to **Jonathan Hull** at [jhull@telegeography.com](mailto:jhull@telegeography.com)