

Business Development Manager

📍 UK | Full-time | Remote Working | Competitive Package including Uncapped Commission

At Sunrise, our purpose is simple: Helping IT Service Desks help everyone else.

Our vision is bold: To be the ITSM solution every business relies upon.

We solve the problem of IT service desks being held back by complex, costly tools - by giving them a solution they can rely on to help everyone else.

We're expanding fast in the UK ITSM SaaS market, and we're looking for ambitious sales professionals to join our team. If you want to be part of a company where your work makes a real difference - and where success is recognised and rewarded - Sunrise is the place for you.

The Role


We're hiring a Business Development Manager to drive new business growth.

This is a field-based sales role. We don't rely on distance selling — we believe in building trusted, face-to-face relationships with our customers. You'll need to be ready to travel across the UK.

What you'll do:

- ✓ Hunt for new business, build pipeline, and win new logos.
- ✓ Lead the full sales cycle: discovery, demo, proposal, negotiation, close.
- ✓ Show prospects how Sunrise simplifies IT service delivery.
- ✓ Deliver accurate forecasts and consistent results.
- ✓ Travel extensively across the UK to meet prospects and customers, building relationships that last.

👉 To apply, you must have the right to live and work in the UK. Must have own car and UK driving licence.



The Sunrise Sales Mindset

Our salespeople live by four disciplines:

- **Obsessed** – You want to win, because every deal takes us closer to being the ITSM solution every business relies upon.
- **Hungry** – You're never satisfied with "enough", because every customer we add helps IT teams succeed.
- **Urgent** – You move fast and keep deals progressing, because customers need complexity removed today.
- **Coachable** – You adapt and improve constantly, because growth matters — for you, and for Sunrise.

Skills & Experience

We'd love to hear from you if you have:

- Experience in B2B enterprise software sales.
- Background in ITSM, SaaS, or Managed Services (preferred).
- A proven track record of building pipeline and closing deals.
- Strong prospecting, discovery, and negotiation skills.
- Confident presentation skills (remote and in-person).
- High resilience, organisation, and willingness to travel across the UK.
- The right to live and work in the UK.

Why Sunrise

- A purpose-driven company with a clear vision.
- A winning team culture – ambitious, supportive, competitive.
- Competitive salary with uncapped commission.
- Recognition for results – when you win, we celebrate.
- Career growth as Sunrise continues to scale.

🔥 This is a challenging but rewarding role. It's for salespeople who thrive on challenge, push themselves, and want to be part of a company that's going places.

👉 **Apply today and help us shape the future of ITSM**

Sunrise Software does not accept unsolicited CVs from agencies. Any agency submitting a CV to us without a prior signed agreement in place does so on the understanding that no fee will be payable. The ownership of such CVs will rest with Sunrise Software.