

Business Development Manager, Stroud - Top 3 Managed Cloud Computing Company

Vacancy Title

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Cristie Data

Cristie Data is part of the iomart Group which is one of the Top 3 Managed Cloud Computing Companies in the UK. We are an independent provider of infrastructure solutions, focusing on Datacentre Storage, Virtualisation, Backup and Disaster Recovery.

Headquartered in Glasgow, iomart employs over 380 talented staff in offices and datacentres across the UK. Originally founded in 1998, it is listed on the London Stock Exchange and specialises in delivering cloud consultancy, facilitation and digital transformation to ISVs, SMEs, enterprises and the UK public sector.

iomart's employees help enable any size of business and organisations to operate their online data and IT environments safely and securely. Our technical staff are experts in public, private and hybrid cloud solutions - including AWS and Microsoft Azure – as well as data centre and network engineering. iomart owns and operates a network of UK data centres connected by a high capacity private fibre network and backed by 24/7 technical support.

iomart Group plc is delighted to offer this opportunity to join one of the UK's leading managed hosting companies.

Responsibilities

- To drive new business sales into prospects within allocated territory, through telephone and face to face engagement
- To establish new customer relationships through proactive telemarketing
- To identify sales opportunities and follow through conversion
- To Account Manage a designated set of Customer Accounts by establishing regular contact, ensuring that the customer's needs are fulfilled and to actively increase repeat business
- To deliver a Gross Profit Margin in line with allocated targets
- To engage with Pre-Sales and Technical teams to validate proposals and quotations
- To meet with customers and prospects where necessary to uncover and fulfil new and existing opportunities
- To fulfil Direct Marketing Campaigns, track feedback and follow on telephone contact
- To actively participate in telemarketing projects, targeting specific sectors to promote Cristie products and identify sales opportunities
- To professionally produce quotations and written proposals for prospective customers
- To comply with all company quality and safety procedures.
- To complete required vendor accreditations

Skills/Experience

- Ability to generate the majority of their leads and opportunities yourself
- Experience with some or all of our key vendors, such as Dell, HPE, Nimble Storage, Arcserve and VMware
- Experience and understanding of selling Cloud Backup and DRaaS technologies

What do we offer in return?

- We'll shout you to lunch once a month
- ½ Day off on your Birthday
- Breakfast on us every day, including a hot roll on Fridays
- Free on-site car parking
- Long service benefits
- Snacks, drinks and fruit all day, everyday
- Pension
- Share save and childcare voucher schemes
- Supported training and access to an online training portal 24/7

Training & Development

As you can gather, we have a relaxed and friendly working environment but don't be fooled; you will be working with some of the country's best talent and greatest technical experts. We want our people to thrive, prosper and to leave work every day feeling valued and that they have made a difference. Talented, motivated and creative people lie at the heart of our success so we invest heavily in our people and their professional and personal development through technical certification, our online training portal and our Management and Leadership Development Programme.

****Please note that successful applicants must have the right to work in the UK by the start of their employment. We do not sponsor work visas****