

Business Development Manager - Top 3 Managed Cloud Computing Company

Vacancy Title

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

Salary

£45,000 to £60,000 (DOE)

The Company and Role

The iomart Group is one of Europe's leading providers of managed hosting and cloud computing services. We specialise in the design, implementation and management of business-critical hosting services enabling companies and organisations to reduce the cost, complexity and risks associated with maintaining their own web and online applications. With offices and datacentres across the UK, we are at an exciting time in our expansion plans across all of our brands.

We are looking for a self-motivated Business Development Manager to be based out of either our Glasgow Head Office. The key function of this role is new business development for iomart from assigned leads originating from Lead Generation team, and through cold calling, networking and referrals.

Role and responsibilities

- Deliver an annual fiscal target of up to £900k per annum (£75k MRR) pro rata dependent on start date
- Multiple meetings per month
- Source data from own channels and work with Lead Generation team to source relevant data.
- Action any lead passed on and provide feedback through CRM with accurate reporting
- Work with Sales Director to improve sales structure, messaging and pitch.
- Engage Sales Director, Sales Colleagues and Technical Solutions Architect for advice, meeting or conference call assistance.
- Forecasting opportunities and managing the progress of these opportunities through CRM with accurate and relevant data input
- Prepare sales documentation for potential/existing customers, eg, quotes, proposals, tenders and RFIs
- Capable of networking at all levels of the decision making cycle
- Understanding the strengths of proprietary sales methodology systems
- Meet and exceed an annual personal revenue target
- Develop viable opportunities from your own networks/channels
- Forecast opportunities and manage their progress through accurate and relevant reporting
- Work with the Lead Administration Team to manage data from your own networks/channels
- Quickly action any lead provided updating actions through our CRM & accurate reporting
- Engage with Internal Sales/Operations/Pre-Sales Technical resources to obtain support as required
- Keep all opportunities up to date in the sales CRM tool

Skills, Knowledge and Experience

- A minimum of 5 years' experience in a New Business Development role within the IT industry preferably from a Cloud, IAS, managed hosting, software as a service or complimenting technologies market
- Ability to demonstrate a detailed understanding of solution selling
- Broad understanding of internet technologies
- Good knowledge of one or two target markets and their associated dynamics
- Ability to prepare accurate sales documentation for potential/existing customers, e.g., quotes, proposals, tenders and RFIs
- Excellent all round communication skills
- Capable of successfully networking at all levels of the decision making cycle
- A track record of over performance and outstanding target achievement in a New Business Development role

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.

We look forward to hearing from you