

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

Salary

£45,000 to £60,000 per annum plus commission

iomart

iomart is one of the leading providers of cloud computing and managed hosting. 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.

Role Description

The key function of this role is to develop profitable new business through the full sales cycle from lead generation. Cold calling, networking and referrals to closing deals face to face with clients. You will progress your opportunities by working closely with our Solutions Architects / Operations Teams to capture customer requirements and ensure fit for purpose solutions are delivered in line with the client's business drivers.

We're looking for someone dynamic who can fit easily into our culture. The successful applicant will be someone who is enthusiastic, has a can-do attitude and is highly effective at searching out new logos, networking and gaining referrals.

Key Responsibilities

- Deliver a fiscal target of up to £900k per annum (pro rata dependent on start date)
- Multiple meetings per month
- Source data from own channels and work with Lead Generation team to source and manage 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
- Develop viable opportunities from your own networks/channels
- Forecast opportunities and manage their progress through accurate and relevant reporting channels

Skills, Knowledge and Experience

Essential

- A minimum of 5 years' experience in a New Business Development role within the IT industry preferably from a Cloud, IAS, managed hosting, SaaS or complementing 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
- Capable of networking at all levels of the decision making cycle
- Understanding the strengths of proprietary sales methodology systems
- A track record of over performance and outstanding target achievement in a New Business Development role
- Bachelor's Degree or equivalent

You may have worked in the following new business or new logo sales capacities

- Cloud (private, hybrid and hyperscaler)
- IaaS
- PaaS
- Managed hosting
- SaaS
- BaaS
- DRaaS
- Complementing 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
- Long service benefits
- Snacks, drinks and fruit all day, everyday
- ShareSave and childcare voucher schemes
- Supported training
- Holiday Trading Scheme

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 and our Management and Leadership Development Programme.