

Job Title: Business Development Executive**Salary: £20,000 to £25,000****About Us:**

There has never been a more exciting time to become part of the iomart family, is it time for you to join us?

Currently in our 22nd year, the iomart Group continues to go from strength to strength. Within the last 12 months we have reached record numbers in both revenue and headcount, achieving annual revenue of £100 million for the first time since our conception and growing our team to over 400 employees. But we're not finished yet. Over the next five years we have ambitious plans to double the size of our business, increasing our annual revenue to £200 million, and we need the best talent the industry has to offer to help us achieve this.

About the Business Development Executive Role:

We are looking for a self-motivated Business Development Executive to be based in our York Office. The key function of this role is to generate interest in, and convert opportunities from, structured iomart sales campaigns through personal networking, cold calling and meeting/event attendance.

Working in partnership with a number of departments within the Group, including Solutions Architects and Operations, the Business Development Executive will develop and progress business opportunities by helping to ensure that fit for purpose solutions are delivered in line with each client's individual requirements.

The Business Development Executive role within iomart is a fast paced, customer focused sales role, in which you will be liaising with clients across a wide range of industries and sectors through a variety of channels including quotes, proposals tenders and RFIs.

If you are a dynamic self-starter and are looking for a position that will give you the opportunity to grow and develop then we would love to hear from you.

The ideal candidate for the Business Development Executive role will have/be:

- 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 we can offer you:

- Exposure and access to cutting-edge technology as well as the opportunity to work alongside like-minded technical enthusiasts
- Flexible Benefits scheme allowing you to select the benefits that suit your needs
- Holiday Trading Scheme – buy or sell part of your annual leave allowance

- Travel Loans - unsecured interest free travel loans to assist employees
- ShareSave/SAYE – buy shares in the company at a discounted rate
- Day off in your Birthday Month
- Long service benefits – additional annual leave and access to private healthcare
- Snacks, drinks and fruit all day every day
- Breakfast on us every day including a hot roll on Fridays
- We'll shout you to lunch once a month
- Supported training

A bit more about us:

iomart is one of the leading providers of cloud computing and managed hosting. Headquartered in Glasgow, iomart employs over 400 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.