

Job Title: Business Development Executive**Salary**

£30,000 to £40,000 per annum plus commission (double OTE)

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:

As part of our sales team in London, the key function of the Business Development Executive role is to develop profitable new business through the full sales cycle from lead generation through 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 are 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.

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

- 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
- Educated to degree level, however this would be advantageous and is not essential

You may have worked in the following new business or new logo sales capacities, however this is not essential:

- Cloud (private, hybrid and hyperscaler)
- IaaS
- PaaS
- Managed hosting

What we can offer you:

- Competitive salary plus generous commission structure
- 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
- Supported training and development to help you be the best you can be
- 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
- Breakfast on us every day including a hot roll on Fridays
- Lunch on us once a month

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.