

Job Title: Business Development Manager**Salary**

£45,000 to £60,000 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 Manager role:

As part of our sales team in London, the Business Development Manager will be responsible for developing profitable new business through the full sales cycle, from generating leads from events, converting leads and appointments from the lead generation team to opportunities, networking and referrals to closing deals face to face with clients. Working in partnership with a number of departments within the Group, including Solutions Architects and Operations, the Business Development Manager 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 Manager 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. As a Business Development Manager you will also work closely with the Sales Director to drive continuous improvement in all aspects of your role.

If you are a dynamic self-starter, have experience working within a Business Development role 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 Manager role will have/be:

- Experience in a New Business Development role within the Cloud Computing market place, IAAS, managed hosting, DRaaS, BUaaS, SaaS or complementing technologies market
- Ability to demonstrate a detailed understanding of solution selling
- Broad understanding of internet technologies
- Enthusiastic with a "can-do attitude"
- Adept at identifying new logos, networking and gaining referrals
- 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
- 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.