

Job Title: Business Development Manager**Salary**

£35,000 to £50,000 plus commission (OTE £70,000 to £100,000)

iomart

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.

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.

About the Business Development Manager role:

We are looking for a self-motivated Business Development Manager 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 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.

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:

- Ability to demonstrate a detailed understanding of complex 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?

- 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 on your Birthday
- 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