

Business Development Manager



Location: Coventry, West Midlands, CV1 4JU

Salary: £26,000 - £34,000 base + benefits and commission.

Contract: Full-time, permanent.

About Us:

To support continuing growth in the business, Syscomm are looking for successful Business Development Managers to join our expanding team and focus on new business sales of our next-generation technologies in return for exceptional commission and long-term career opportunities.

As a Cloud, Internet and IT Services Provider, Syscomm offer a broad range of on-trend IT solutions from our own network with support coming from our modern office environment in Coventry. By blending Cloud, Security, Voice and Internet, Syscomm deliver truly end-to-end IT solutions into Public Sector and Commercial markets.

These new-business roles would suit ambitious and highly motivated Sales candidates looking for an exciting challenge within a high-tech and growth-focussed company. With support from Marketing and our Technical Consultants, you will be responsible for developing your own sales pipeline from initial contact through to the close.

The role:

Duties will include:

- Compile a targeted list of new business prospects, and build and execute impactful campaigns to generate sales across the Syscomm solution portfolio.
- Building strong and long-lasting relationships new Clients targeting high levels of post-sales Customer satisfaction.
- Maintain ongoing contact with your Customers, and acting as a single point of liaison between the Customer and Syscomm's internal teams during and after the sales process.
- Preparing effective and accurate Customer facing proposals with supporting documentation
- Liaising internally and with Suppliers to build costed proposals
- Maintaining realistic Sales and Prospecting KPI's
- Representing the business at external networking and marketing events

About you:

You will be a confident and commercially astute IT Sales professional with strong business acumen and a clear understanding of Syscomm's IT technologies, terminology and benefits. You will be an ambassador of the Company, frequently calling and meeting with senior Prospect personnel, and be able to present complex technologies and financials with knowledgeable ease.

You will possess a strong and determined work ethic and be able to explain, follow and develop your own successful Sales methodology.

The role would suit an experienced Business Development Manager who can demonstrate knowledge and success in a IT similar role.

Essential skills required:

- Prior success in a Managed IT Services, Voice or Data Sales role is essential.

- Personable, enthusiastic and well-presented team player and a great company ambassador
- Full UK driving license and your own car available for business use
- Organised self-starter, able to plan and prioritise your own workload, report accurately, maintain pipeline and keep to deadlines
- Commercially aware, and comfortable engaging customers at any level with excellent oral, written and presentation skills
- Customer focussed and able to handle Sales objections with tact and skill
- An enthusiasm for IT, with a good knowledge of current and emerging technologies.

What you will get in return:

The company offers a varied and dynamic role with fantastic opportunities to gain experience with a wide range of innovative and cutting-edge technologies. Syscomm host regular social occasions, and has a culture in which doors are left open for all staff to grow and excel within the company.

This position offers successful candidates quick career progression into Account Management, Team Leadership or Solutions Consultancy roles.

You must be eligible to work in the UK.

If you feel that you have the skills and experience to be successful in this role, then apply today!

NO AGENCIES PLEASE

For more info, please visit: <http://www.syscomm.co.uk/about/careers/>

Keywords: Account Manager, Business Development Manager, Account Executive, Field Sales Executive, Inside Sales, Sales Manager, Account Director, New Business

Strictly NO agencies please.

Screening Questions

Do you have a valid driving license?

Are there any reasons why you would not have the right to work in the UK?

Are you available to start within 1 month of being offered a position?

Do you have at least 2 years of relevant experience?