

Business Development Manager

Are you an experienced Business Development Manager with a track record of developing new business in the Telecoms /IT industry? **NATIONWIDE post ideally located Midlands / South UK**

Here at MICRON COMMUNICATIONS LTD we provide designed Telecoms, IT, VOIP solutions encompassing connectivity, project management of install and ongoing support and maintenance to hospitality and commercial clients nationwide.

We pride ourselves in the delivery of excellent customer service, and our number one selling point as an employer is our friendly cooperative team environment, and possibilities of progression in an expanding business.

Background

Micron is currently one of the UK's leading providers of hotel technologies and integrated systems. We currently employ a team of three field-based sales people and four office-based sales people and are looking to expand the team in line with ambitious growth objectives over the next 5 years.

Purpose of Job Role

The Business Development Manager will be home based and is primarily responsible for bringing new clients to Micron for Connectivity, Telephony, IT and WiFi maintenance solutions, as well as expanding the product holding of existing Hospitality clients.

Job Role Tasks

Below, are a list of activities/duties generally involved in the role. The list is non-exhaustive, and the employee will from time to time be asked to fulfil other duties as directed by the Management Team.

- Lead generation (to supplement marketing and support desk leads)
- Presentation and (where necessary) personalisation of quotations
- Maintaining a Sales pipeline
- Ensuring excellent customer service
- Delivering Sales presentations to senior management teams of prospects
- Following up of all leads and closing sales in a timely manner
- Completing appropriate paperwork needed to produce quotes, handover sales and reports
- Following company processes to ensure the efficient delivery of projects
- Updating company CRM system as required

This role will require the successful applicant to work throughout the UK based from home however we would expect them to report in person to our Sherborne Office fortnightly. Training for the role will also take place from our Sherborne office which will require more frequent attendance in the initial weeks.

Benefits

Salary £30-35k, OTE £48-53,000 (inc Opex and Capex commission uncapped inc year-end Bonus) PLUS car allowance

Essential Skills

- Experience of self-generating and winning new business
- Commercially aware and astute
- Perceptive and inquisitive
- A dynamic deal closer with proven track record of consistent target achievement
- A refined and skilful objection handler who is able to sell benefits as well as price
- Co-operative and endearing

- Accountable and transparent
- Resilient and competitive
- Someone who likes to work to a consistent sales process
- Professional and credible

Desired Skills

- Knowledge and experience of either Telecoms, IT and Networks (preferred)
- Experience of working in a recurring revenue driven environment (preferred)

About Company

We design, install and maintain IT & Telephony solutions for client on a UK nationwide basis. Our main client base includes large branded hotels /International hotel chains and smaller luxury boutique style operations in London, major cities and across the UK. We also have a growing number of commercial clients including call centre business.

Based in Dorset, we have been established over 20 years having gained an exemplary reputation for excellent customer service and being at the forefront of technological advances.

We have maintained a steady growth in this time but have now entered a period of faster growth in line with our 5-year plan, providing our employees with stability and opportunity.

Job Types: Full-time, Commission, Permanent

Salary: £30,000.00 to £53,000.00 /year