

Business Development Manager – HP

The Academia Technology Group specialising in the supply of software, IT hardware, training and service solutions to the public sectors, business and pro media markets. Established in 2003, we employ 100 dedicated professionals across multiple locations throughout the UK with a group annual turnover of over £55m. We partner with the world's leading technology manufacturers and have the accreditations, certifications and awards to demonstrate our expertise and ability.

We are seeking a Business Development Manager to join a growing Academia HP team. The ideal candidate will be proactive, motivated with ability to prioritise in fast paced environment. We are looking for a team player, with a can-do attitude! Must have an excellent communication skills, attention to detail, high standards and quality of work with ability to adopt to different working styles and needs. The Business Development Manager is a key figure in developing long-term relationships supporting the Account Management team, plus winning new business.

Role in Summary

- Deliver a consultative sales approach on all of Academia's in-house services plus HP.
- Achieve set personal GP targets per month and quarter
- Compile a weekly Sales activity report
- Work with the SMT on stock forecasting.
- Be involved with vendor strategy meeting
- Proactively develop a given region by different market to many strategies (Call campaigns, Hosted Roadshows, Digital).
- Conduct and host SLT sessions and presentations
- Supporting Marcom programs such as e-commerce campaigns, print and events
- Attending new meetings with/for account managers
- Advise on new areas of opportunities.

Knowledge, Skills and Experience

- 2 years experience working in IT and or Education
- Very Strong understanding of HP proposition for Education.
- Understands the curriculum and how technology is used within
- Strong understanding of the acceptable use of Technology within an Education establishment.
- Excellent all round communication skills especially in questioning and listening
- Good personal planning and work organisation skills
- Ability to present to customers when necessary including high level board and senior leadership, and hosting Academia events.
- Full Driving Licence

Essential Personal Qualities

- High Standards in quality of work
- Productive and efficient
- Excellent grasp of job-related knowledge and technical skills
- Make sound judgements in performing work tasks
- Originates, implements and executes new ideas; takes initiative
- Ability to work under pressure
- Establishes and maintain constructive working relationships; team player
- Enthusiastic Communicator
- Deadline Achiever
- Strong Organisational Skills
- Excellent Time Management
- Able to demonstrate drive and ambition
- Able to demonstrate on-going interest to learn and understand specialist educational software and hardware.