Technical Business Development Manager

WHY ACADEMIA

The Academia Technology Group specialises 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 80 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.

ROLE

A fantastci opportunity has arisen within our Technical Sales team for a financially motivated Business Development Manager to join our expanding and sucessful sales team. The Technical Business Development Manager is a key figure in developing long-term relationships with the portfolio of assigned customers, winning new accounts and take on the responsibility for managing the relationships and developing new business opportunities. You will be responsible to manage and grow relationships by introducing Academia's full range of products and services to grow business and increase profitability. The ideal candidate will be proactive, motivated with the ability to prioritise in fast paced target driven environment. We are looking for a financial motivated team player, with a can-do attitude! Must have excellent communication skills, attention to detail, high standards and quality of work with the ability to adopt to different working styles and needs. The sucessful candidate will have a proven track record of success in selling IT managed services, securing new buisness opportunities and and building relationships with clients.

Responsibilities will include

- Hunting for new business from Academia's wealth of existing customers
- Assisting with inbound leads from Academia's sales force and working all opportunities through from inception to close.
- Delivering a consultative sales approach for all of Academia's in-house services linked to our main vendors
- Achieve set personal GP and Revenue targets per month and quarterly
- Compile a weekly Sales activity report
- Work with the Team Leader, Sales Manager and Director on Pipeline forecasting and account mapping
- Proactively develop a given region by supporting marketing strategies (Call campaigns, Hosted Roadshows, Digital).
- Conduct and host SLT sessions and presentations
- Prepare long term strategy and vision plans for clients including the educational sector
- Attending new business meetings with/for regional account managers.
- Mentor the schools team in pre and post sales enquiries

KEY QUALIFICATIONS

- 5 years' experience working in IT and or Education, SME, Enterprise.
- Very Strong understanding of Apple and Google OS 'eco system' incl. iOS, Chrome, and related APPs.
- Very strong understanding of a Managed Services. Experience in having sold the following solutions in the past as a minimum: Hosted/Managed Compute and SAN / Windows Server/Office365 / Connectivity – Broadband, FTTC, FTTP, EoFTTC & EFM / Support Contracts
- Strong understanding of the acceptable use of Technology within an Education and Enterprise environment
- Proven Technical Sales record
- Good general knowledge of IT infrastructure
- Ability to support and respond to complex tenders
- Ability to present to customers when necessary including high level board and senior leadership, and hosting Academia events.

THIS ROLE IS FOR YOU IF:

- Detail-oriented and organised
- Highly motivated and enjoy a fast-paced environment
- Have an ability to work independently, autonomously and take initiative.
- Have the ability to multi-task, proactively manage various issues (productive and efficient).
- Have excellent time management skills.
- Have the ability to demonstrate drive and ambition.
- Excellent grasp of job-related knowledge and technical skills.
- Make sound judgments in performing work tasks.
- Proven ability to originate, implement and execute new ideas; takes initiative.
- Ability to work under pressure.
- Establishes and maintain constructive working relationships; team player.
- Able to manage multiple tasks and conflicting priorities effectively to deliver against the Company's goals.