

Technical Business Manager

We are seeking a Technical Business Manager to join the fast growing Academia Technical Sales team. Your role will cover both vertices within the Academia Group, namely Education and B2B. The ideal candidate will be proactive, motivated with ability to prioritise in fast paced environment. We are looking for a financially-motivated team player, with a can-do attitude! Must have excellent communication skills, attention to detail, high standards and quality of work with ability to adopt to different working styles and needs. Reporting to the Head of Sales – Atama, it is essential that the successful candidate has a proven track record of success in selling outsourcing IT software services – specially JAMF; securing new business and building sustainable relationships with clients. The Technical Business Manager is a key figure in developing long-term relationships with the portfolio of customers, winning new accounts and taking on the responsibility for managing the relationships. You will be responsible to manage the relationship by introducing Academia's full range of products and services to grow business and increase profitability.

Role Description

The Business Manager would be the product expert and manager for all Mobile Device Management business, including peripheral services within the Academia Group. They would act as an internal leader and provide guidance around identifying opportunities, developing strategies and working with existing accounts to increase sales.

The role would also have overall responsibility for driving additional revenue, profitability and awareness across all sales teams whilst engaging with wider company teams such as Technical, Major Projects, other complimentary vendors and Marketing.

As such the role includes:

- Supporting the company on all MDM Technical activity both in terms of pricing, support with frameworks, working with Technical and Project Teams, working on Value Add Solutions
- Managing the JAMF relationship.
- Hunting for new business from Academia's wealth of existing customers.
- Assisting with inbound leads from Academia's sales force and working all opportunities from inception to close.
- Delivering a consultative sales approach for all of Academia's in-house services linked to our main vendors.
- Achieving set personal revenue targets per month and quarterly.
- Compiling a weekly Sales activity report.
- Working with the Team Leaders, Sales Managers 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

We're looking for someone who has:

- 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 Managed Services. Experience in having sold the following solutions in the past as a minimum: JAMF; 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 you are:

- 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 managing various issues.
- Possess superb time management skills.
- Possess excellent all-round communication skills.
- Have the ability to demonstrate drive and ambition.

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 100 dedicated professionals across multiple locations throughout the UK with a group annual turnover of over £65m. We partner with the world's leading technology manufacturers and have the accreditations, certifications and awards to demonstrate our expertise and ability.