

JOB DETAILS

Job Title:	Business Development Executive	Report To:	Group Sales Director
Job Category:	Sales		
CEH Company:	Concorde Technology Group	Department:	Sales
Location:	All Areas		

JOB DESCRIPTION

We have a new exciting opportunity for a Business Development Executive to join our ever expanding business. This is a fantastic opportunity for the right candidate.

We are looking for a Sales Professional possessing experience of selling IT solutions /services to commercial organisations with a track record of sales achievement

Concorde Technology Group is one of the fastest growing IT services organizations in the UK. We supply computer hardware and services to commercial organizations, nationwide.

Main Duties:

We currently looking to expand our sales team to enable us to grow our fast expanding IT reseller business, and as such we are looking to recruit experienced and dynamic new business sales professionals who would like to join our award winning team

The successful candidate will have a solid understanding of the IT market and a background of selling solutions that could encompass:

- Server and desktop consolidation and virtualisation
- Storage (SAN and NAS) and backup
- Managed IT Services
- IT Support solutions
- Hosted Cloud and Hosting Solutions
- Security and Firewall solutions

Knowledge of solutions from the following vendors would be an advantage:

- NetApp
- VMware
- Veeam
- HP
- Cisco
- Sonicwall
- Sophos
- WatchGuard
- Microsoft
- Zerto

The key attributes and skills you will be able to demonstrate include:

- Proactive generation of own leads within your territory. Most of your business will come from your own activity!
- Proactive follow up of leads generated by our marketing campaigns to supplement own activity
- Excellent customer facing skills
- Pipeline activities to develop target prospects through the provision of quotations and Bid response documentation and strong territory management
- Provision of management information to Line Manager
- Provision of quotations and Bid response documentation
- Ownership of end-to-end process around delivery of products & services to Concorde Technology Group named customers.
- Increasing the scope of products and services being taken by the named Concorde customers.
- Maintaining a high level of knowledge around the products and services offered by Concorde.
- Ensuring the highest levels of customer satisfaction through professional engagement at all times and at all levels within the customer.
- Adhere to all Concorde processes, policies and procedures with particular reference to ISO9001 accreditation
- Maintaining a high level of knowledge of the general I.T. marketplace and the specific marketplace within which the named customer operates.
- Maintaining a high level of knowledge around the products and services offered by Concorde Technology Group
- Maintaining up-to-date records of all activities with regard to the named customers including (but not limited to) completion of customer records on the Concorde internal CRM sales tools.
- Adhere to Group Information Security Policy

Skills, Knowledge & Experience:

- New Business Sales skills
- Account Development/Account Management skills
- Instinctive Sales knowledge
- Relationship Building Skills
- Great interpersonal and relationship building skills
- Winning Spirit

The Business Development Executive will be allocated an individual Turnover and Margin goal for the Concorde Technology Group financial year. This will be the key measure of success.