

Business Development Manager

We are seeking self-starting New Business Development Managers based in our busy central London office. Our New Business Development Manager's areas of expertise include flexible working solutions, desktop and networking solutions, security and storage solutions and bespoke managed services. Clients include some of Britain's top public, private sector and commercial institutions as well as NHS Trusts.

Due to continued expansion and significant investment, we are looking for New Business Development Managers who are innovative, energetic and results driven to join our new business sales team. Their talent will be recognised, developed and rewarded, with an ongoing and tailored training and coaching programme that will allow them to realise their personal, professional and earnings potential.

The New Business Development Manager role offers up to £50k basic, a monthly commission scheme with bi-annual bonuses and an uncapped OTE of £90k. You'll set your own income from day one, but typical earnings for the team are in the £80-120k range, and our established top sales people made more than £200k last year, with the company working to help them earn even more.

We are looking for the best and if you've got what it takes to work, train and play with some of the best IT salespeople in the business, you'll be offered all the support, direction and incentives you need to make it happen.

To apply for this role, you'll need to be based in the UK with an established employment history and be able to demonstrate the following:

- A track record (3 years plus) of sales success in a technology focused new business environment, ideally with specific vertical sales experience
- Being comfortable with selling to C level executives and being able to demonstrate your experience in pitching outsourcing as a viable and ROI driven business model
- A proven ability to research, prospect and close new business
- Evidence of your success to date
- A self-starting "go-getting" attitude, with a desire to target and build a sizeable income from your chosen vertical
- Strong interpersonal, organisational and time management skills
- A willingness to learn and develop your skills and potential

THE COMPANY

- UK's leading independent and highly experience network integrator and specialist IT companies providing enterprise-class services with our honest and open approach, delivering flexible, straightforward scalable IT services and solutions for the mid-market.
- Eurodata's highly trained consultants and technical teams are committed to providing expert, impartial and professional advice and service to our clients. Our mid-market focus means we are closely geared to the dynamic needs of agile and growing businesses.

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- This company offer excellent progression opportunities for those who are keen to prove themselves and show success.
- An Equal Opportunity Employer

