

Business Development Manager

Location: Wolverhampton (with travelling across the UK)

Job Type: Permanent

Overview

A Business Development Manager is required by one of the UK's leading specialist SharePoint focused companies. We work across multiple sectors and deploy SharePoint solutions to an ever growing list of impressive UK organisations.

Novotronix are looking for an articulate & highly personable individual, who can lead discussions with senior people, demonstrate our key skills and capabilities and fill them with the confidence in our solutions and services.

Role Requirements

Candidates must have at least 3 years of solutions sales experience ideally within another Microsoft Gold partner, with good knowledge of the Microsoft SharePoint platform. Successful candidates will be capable of developing new and existing accounts and feel comfortable working with our team of experienced technical professionals. Strong consulting and excellent communication skills are crucial for this role as well as the ability to demonstrate the business value of Microsoft SharePoint and collaboration technologies in general.

Your involvement with clients will include off-site and on-site work and you will be encouraged to develop your SharePoint knowledge and achieve relevant certifications.

Key responsibilities will include:

- ❖ Generate business development opportunities for Novotronix
- ❖ Identify target customers/sectors, produce targeted communications relevant to each customer/sector
- ❖ Understand each individual customer's requirements and to be able to produce quotes/pitches that truly reflect these needs
- ❖ Manage and oversee client relationships and spot opportunities to add value and upsell services
- ❖ Carefully manage handover of projects into the production process and work closely with the project manager to ensure smooth delivery of work
- ❖ To have a good working knowledge of all Novotronix services and be able to sell high our high value consultative web offer
- ❖ Represent the company at networking events
- ❖ To achieve a personal quarterly sales target and show a real team passion for the team targets

Successful candidates will require the following experience and skills:

- ❖ A minimum of 3 years' experience in selling Microsoft SharePoint solutions and associated products and technologies

- ❖ Excellent presentation skills with the ability to engage with clients across their business and up to board level
- ❖ An existing network of key relationships with Microsoft and ideally other IT providers
- ❖ A good experience and awareness of social media technologies & other lead development techniques
- ❖ Ability to demonstrate good written and oral communication skills
- ❖ Ability to work from own initiative and within a team environment
- ❖ Self-motivated and driven to achieve professional success in a solution selling environment
- ❖ Competence in using Ms Word, PowerPoint, Excel and other Office software

In the first instance please email your cv, covering letter and salary expectations to recruitment@novotronix.com