

## **Job Description**

**Job Role:** Business Development Manager Education

**Department:** Sales

This is an exciting opportunity for a motivated, pro-active individual selling hardware, Software, Services and Solutions within the Education Sector. This is an external field-based sales role, working with an Internal Sales team to develop large opportunities within existing trading customers and to bring new Solutions opportunities into the business through pro-active business development and lead generation.

The role incorporates business development and ongoing account management selling the complete portfolio of European Electronique. Working to Monthly and Annual targets and set KPI's the team's function is to win new business, develop existing trading relationships working with the Internal Sales team and give great customer service and support across a wide range of IT services and solutions.

## **Key Responsibilities**

- Develop and win new business through proactive outbound telephone activity, on-site visits, responses to tenders and RFQ's and managing new and existing relationships, selling the complete range of EE's portfolio of Hardware, Software, Services and Solutions.
- Lead and support internal Account Managers.
- Build and manage a pipeline of larger ongoing opportunities and report accurate revenue and margin forecasts every week to Sales management. Developing and executing account plans and strategies to increase sales in customers.
- Preparing proposals, tender responses, and quotations for customers. Building industry knowledge within the sector to help shape ongoing strategy. Representing the Company at trade exhibitions, events, and demonstrations. Negotiating on price, delivery, and specifications with suppliers.
- Provide professional and time-effective account management.
- Manage all customer service incidents within a timely manner and against any agreed SLA timescales, escalating where required.
- To operate in accordance with all processes and procedures at all times.
- To ensure compliance with the defined security policies regarding access to the internal systems.
- Requirement to attend customer sites for client visits and to attend external Shows and Exhibitions to take leads and build relationships.
- To complete additional ad hoc outbound telemarketing activities as required as a pipeline generation activity.
- To assist the Sales Management by carrying out reasonable requests for additional duties as and when required.
- To make recommendations to customers on the best solutions.



### **Experience:**

- Experience in selling to the Education Sector
- Good understanding of Network infrastructures (wired and Wireless), Servers, storage and cloud solutions
- Experience in territory management and development Track record of sales achievement
- Ability to work to Targets and time-sensitive deadlines
- Ability to work on Daily, Weekly and Monthly Key Performance Indicators and report thereof
- Keep abreast of new developments and products in both software and hardware Good working knowledge of Excel, Word and PowerPoint
- Good working knowledge of Microsoft Outlook

### **Desirable Experience:**

- Selling key technology solutions such as:
- HPE server storage HPE Aruba Microsoft Azure Microsoft Office 365

### **Key Skills and Attributes**

- Solution sales
- Excellent Negotiation and Influential selling skills
- Strong presentation skills, with the ability to present to C-Level
- Ability to build and maintain relationships at all levels (internal and external) Ability and willingness to be flexible and work as a key member of a cohesive team Excellent communication in written and verbal English
- Ability to work on own initiative
- Ability to demonstrate a proactive approach Strong negotiation and closing skills Excellent organisational skills

### **Remuneration Package**

- Salary dependant on experience
- Commission (Uncapped)
- Benefits Package