

JOB TITLE | NEW BUSINESS SALES MANAGER

REFERENCE: 2022-Q2-PM

LOCATION: REIGATE, SURREY

COMTEC COMPANY OVERVIEW

Every day, millions of people do business, talk to customers, and collaborate using cloud technology systems. Our IT services add security checks and boost service levels to both desk-based and remote workers.

Comtec is a leading IT company with expertise in Cloud Services, Network Infrastructure Management and Computing Environment Builds. We work with many big names, but strive to offer the best levels of continuous service to all our clients.

The successful candidate will be a highly motivated and energetic person who can demonstrate resilience, maturity and professionalism in all aspects of their work.

You will have proven, successful experience in a new business sales development role, selling technology solutions to B2B customers. You will have a “bring it on” attitude to challenges and deliver client-focused solutions. At Comtec, we value ambition but not at the expense of integrity so you will be driven by the value and quality of deals. You will be an experienced professional looking to join a company that will enable you to achieve a personal best, as well as a company best. We will back those who challenge us and in return, we offer challenge, autonomy, personal growth, and reward.

We require commitment, high performance, integrity and personal responsibility.

PURPOSE OF THE ROLE

The New Business Sales Manager will provide the necessary new-business hunting skills and professionalism needed for us to achieve our stretch targets in 2022.

You will spot opportunities in a volatile marketplace and build business pipelines. You will be highly proactive in overseeing potential and existing customer conversations and closing deals. Ambitious but not at the expense of integrity and driven by a valuable margin.

Reporting to the Sales Director, our New Business Sales Manager will work hand in hand with our relatively ‘desk-based’ customer relationship managers.

ACCOUNTABILITIES OF THIS ROLE

- Actively contribute to making our 2022 sales targets a success and put new business into overdrive.
- Build the pipeline of new business opportunities in the UK market
- Ensure that Sales leads are followed up rigorously and that such activity is in sync with the existing SLAs between sales and marketing teams
- Where appropriate, lead and present outstanding sales presentations to decision-makers at director/C-Suite level. Demonstrate an in-depth understanding of the challenges facing their industries and how Comtec can help resolve them.
- Travelling to client locations and keeping up to date about company products and services

- Networking with industry professionals and stakeholders
- Communicating with managers, other colleagues and customers
- Coordinate with other sales staff and marketing teams
- Report to and work closely with our Sales Director
- Review and distribute relevant product documentation
- Client database, CRM and compose activity reports

WHAT DOES SUCCESS LOOK LIKE?

The New Business Sales Manager will play an essential role in the team to ensure we hit our stretch targets for 2022 and support the strategic sales plan. You will spot opportunities in the marketplace to build business pipelines, follow up sales leads rigorously and be proactive in overseeing potential and existing customer conversations and potentially closing multi-million-pound deals.

You will be creating and leading engaging presentations that demonstrate your in-depth understanding of client challenges and our solutions to these.

SKILLS AND QUALIFICATIONS REQUIRED

- Proven experience in new business B2B sales, and a track record in delivering client-focused solutions
- High level of self-motivation and energy
- A clear and confident communicator with the ability to influence all stakeholders at all levels of seniority both inside and outside the company
- An active listener as well as a seasoned negotiator
- Strong verbal and written communication skills
- Personally resilient, demonstrating maturity and professionalism
- A 'bring it on' attitude to changes or obstacles
- We believe in 'one team', so a reliable team player is essential
- An understanding and interest in Network and Cloud Services technology

NICE TO HAVE SKILLS AND QUALIFICATIONS

Degree in Business Administration, Sales, Marketing or Technology related field.

WHAT WE CAN OFFER YOU

- A truly exciting challenge in a Service provider environment
- Career opportunities as we scale up
- A future-facing business with the goal of becoming an infrastructure management focussed and service-assurance orientated
- Team culture

To learn more please email careers@comtec.com

