

Position: IT Sales – Business Development Manager
Basis: Full Time

The Company

Here at Planet IT we are an exciting, dynamic and successful company based on Milton Park, Didcot. With a fast-growing managed service department providing clients throughout Oxfordshire and neighbouring counties with a complete outsourced IT support service. As a company we specialize in IT security solutions and are an award-winning IT solution provider winning Sophos Partner of the year for the 2nd year running this year.

Due to some rapid growth we are now seeking some new Business Development Managers to join the team to take us to the next level you will be tasked at targeting clients with 100+ users.

The Role

- 50% New Business Development with a win and retain basis
- 50% Opportunity to cross/upsell to our current existing accounts
- You will be managing the full sales cycle from lead generation up to the close of business into existing and new accounts
- With pre-Sales support engineers available to open wider and complex infrastructure upgrades both onsite and to cloud
- We are an established MSP business providing opportunities to sell outsourced support contracts further supporting your success to achieve
- Discuss, advise and provide quotations to your clients for project requirements
- Maintain working relationships with suppliers, negotiating costs as required
- Responsible for maintenance of margins to hit monthly and quarterly GP targets
- Candidates will be expected to attend face to face client meetings when appropriate

Required

- A minimum of 2+ years of IT sales experience at either an IT reseller or MSP business
- Target Driven, ambitious and hungry to earn a substantial salary
- A proven track record of Target Achievement
- An interest in IT and technology
- A positive, self-motivated and hunter mentality
- Successful applicants should be within a commutable distance of Milton Park, Didcot

Candidate Skills Beneficial

- A New business sales attitude, whilst be a relationship builder and consultative solution sales professional
- Experience of selling any of the following at a HIGH level – a huge benefit - Sophos, Dell, HP, VMWare, VEEAM, Microsoft/Azure

Why Planet IT?

- A business established in 2003 with over 15 years with a proven track record of success and we are growing year on year!
- Fantastic reputation for staff retention and loyalty and recognised for offering excellent career progression and opportunity – we promote from within
- Excellent training and development opportunities and plans
- A privately owned and profitable company
- We offer some of the best commission structures in the industry with our Business Development Managers earning up to 15% of their monthly GP figures uncapped.
- A superb focus on staff incentives
 - 150 Club –150% of target or more on Qtr – a £1,500 experience weekend away
 - Quarterly team building trips company wide
 - Ongoing vendor incentives including VIP experiences, vouchers and much more

Benefits

- 25 Days Holiday and Rising (Plus Bank Holidays)
- Private medical cover
- Discounted gym membership
- Cycle to Work Scheme
- Epic Christmas Parties
- Car Parking

Planet IT is an equal opportunities employer and welcome all candidates to apply with the right to work in the UK.