

Role: IT Sales – Business Development Manager  
Basis: Full Time  
Salary/Package: Available on Request

## Who are Planet IT?

Planet IT are an award winner leading IT company offering complete out-sourced IT solutions to organisations across the UK and Europe. Based on Milton Park, Oxford, we provide a comprehensive range of support services, software and hardware solutions to major blue-chip clients and our technicians are highly skilled in planning, implementing and trouble shooting.

Planet IT strive to become one of the top places to work in the UK – in fact, we believe that we already are! Most of the team have been here for years, have built a terrific career, and as corny as it may sound, we really do call ourselves the Planet Family.

We welcome new people to the team all the time, from all backgrounds and all levels of experience.

We are able to attract talent to our business by investing in staff training and staff rewards, which has become a bedrock of our success. This initiative has resulted in staff becoming even better at what they do, great staff retention and greater company buy-in from the team. As part of this strategy, the more staff learn via official courses, the better the service and the more we reward them.

## Key Responsibilities

- 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

## **Behaviors Required**

- Ability to learn on your feet.
- Strong communication skills
- Excellent troubleshooting and problem resolution skills
- Excellent client service
- Positive attitude to work
- Strive to continuous improvement.
- Able to work independently under pressure.

## **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 quarter – a £1,500 experience weekend away
- Quarterly team building trips company wide.
- Ongoing vendor incentives including VIP experiences, vouchers and much more.

## **What we offer you**

### Benefits

- 25 Days Holiday and rising (plus bank holidays)
- Flexible working (WFH incentives)
- Bupa Cash Plan
- Discounted gym membership
- Cycle Scheme
- Training and Progression
- Car Parking

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