

Business Development Executive

Location: Concorde HQ

Due to business expansion an exciting opportunity has arisen for a Business Development Executive to join our dynamic team.

Concorde are one of the UK's most successful independent, IT, Cloud & Managed Services Providers.

We have over 2500 customers throughout the UK and over 70 colleagues in the Concorde family. We have over £14m Group Revenues and rising.

We have a beautifully balanced business split across four main focus areas of
Technology Solutions
Cyber Security
Cloud Solutions
Communications

Our divisions align a wide range of services and products to give our customers greater depth, focus and flexibility in the areas we feel would be critical to our customer's growth and development ambitions over the coming years.

Taking advantage of our 32 years in business, our people and services have experienced a lot of change and developments within our sector, but we feel that packaging this experience in easily identifiable and recognisable offerings will assist us in providing you and your business the right information, with the right people at the right time.

We do not manufacture anything here at Concorde we are a Managed Services Company that trades on its reputation, One that we are exceptionally proud of and as many of our customer's that have been with us for over 32 years will bear testament too.

Investment in the talent, skill and dedication of our people translates into world class customer service making sure we deliver it on time, every time, all of the time.

This is an opportunity to join a successful company at the right time, ahead of further successful growth, and be instrumental in the guiding and developing technical excellence.

Brief Role Description:

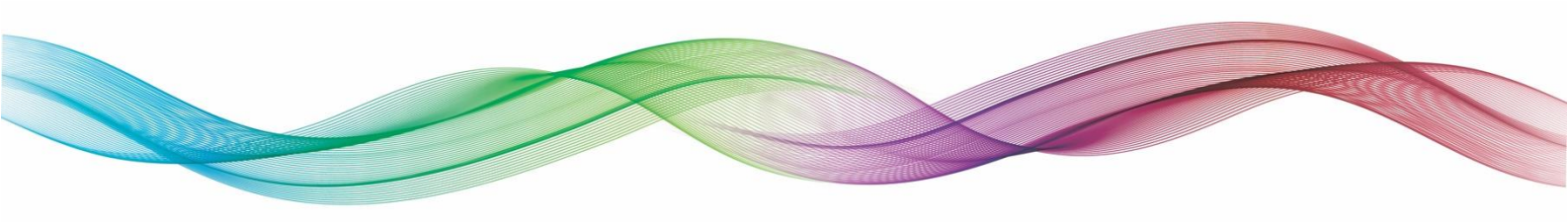
We have a new exciting opportunity for a Business Development Executive to join our ever expanding business. This is a fantastic opportunity for the right candidate.

We are looking for a Sales Professional possessing experience of selling IT solutions /services to commercial

Originations with a track record of sales achievement

We currently looking to expand our sales team to enable us to grow our fast expanding IT reseller business,

and as such we are looking to recruit experienced and dynamic new business sales professionals who would like to join our award-winning team



The key attributes and skills you will be able to demonstrate include:

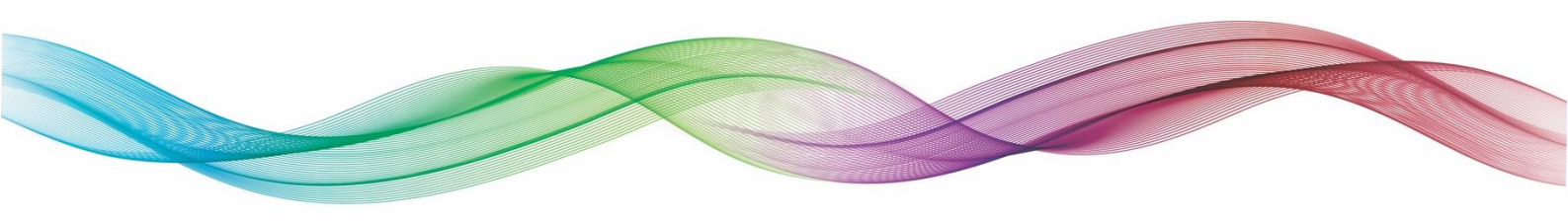
Proactive generation of own leads within your territory. Most of your business will come from your own activity
Proactive follow up of leads generated by our marketing campaigns to supplement own activity
Excellent customer facing skills
Pipeline activities to develop target prospects through the provision of quotations and Bid response Documentation and strong territory management.
Provision of management information to Line Manager.
Provision of quotations and Bid response documentation.
Ownership of end-to-end process around delivery of products & services to Concorde Technology Group Customers.
Increasing the scope of products and services being taken by Concorde Technology Group customers. -
Ensuring the highest levels of customer satisfaction through professional engagement at all times and at all levels within the customer.
Adherence to all Concorde Technology Group processes and procedures with particular reference to the ISO 9001 and 27001 accreditations.
Maintaining a high level of knowledge around the products and services offered by Concorde Technology Group.
Maintaining a high level of knowledge of the general I.T. marketplace and the specific marketplace within which the named customer operates.
Maintaining up-to-date records of all activities with regard to the named customers including (but not Limited to) completion of customer records on the Concorde Technology Group internal CRM sales tool.

Responsibilities for the role may include some of the following:

The successful candidate will have a solid understanding of the IT market and a background of selling solutions that could encompass:

- Server and desktop consolidation and virtualisation
- Storage (SAN and NAS) and backup
- Managed IT Services
- IT Support solutions
- Hosted Cloud and Hosting Solutions
- Security and Firewall solutions
- Communications Infrastructure and Hosted Telephony

To be considered for the role you must have:

- At least 3 years in direct field-based sales role;
 - Experience with selling datacentre technologies and cloud services;
 - Server, storage and end-point technologies.
 - Experience in complex managed services sales
 - Instinctive Sales Knowledge
 - Excellent Relationship Skills
 - Entrepreneurial mind-set
 - Winning Spirit
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Benefits Include:

- An industry matching salary plus car allowance.
- Leading bonus/commission Plan
- Pension Scheme with significantly higher matched contributions
- A tailored professional and personal development plan.
- Receive up to 10 days training per annum, relevant to your position.
- When you join Concorde, you'll get your pick of our amazing company perks from Perkbox.
- Free financial wellbeing advice from Alexander Beard Group
- Work in attractive office space with plenty of free parking – The Concorde HQ office has: Pool, darts, table tennis, table football, air hockey, Console Gaming and TV's, Things can get competitive.
- Take part in our regular events and activities outside of work. for charity or just for fun
- Birthdays off as a paid holiday
- An extra week holiday the year you get married
- Referral scheme for bringing superstars to the business

Interview Process:

- **First stage:** This will be a 20-minute – 30-minute conversation with one of Concorde's Inhouse recruitment team;
- **Second stage:** Is a Skype video interview with our Chief Revenue Officer;
- **Third Stage:** A face to face interview in Wakefield HQ office with our CRO or CEO
- **Final stage:** This is offer and agreement of a start date.

If you're seeking an exciting and challenging role where you can use your skills and learn new ones, whilst influencing the success of growing business then apply now and one of our Internal Recruiters will contact you, to discuss your experience and skill-set.

Please send your CV together with details of salary expectation to: gillian.roberts@tctg.co.uk

Further information on the Concorde technology group can be found at www.tctg.co.uk

Concorde Technology Group are an equal opportunities employer and welcome applications from all sectors of the community.

