



POSITION & PERSON SPECIFICATION

JOB TITLE: New Business Development Manager

REPORTS TO: Chief Commercial Officer

LOCATION: Manchester Science Park

SALARY: Competitive Basic, Double OTE

POSITION FUNCTION:

The primary focus of the role is to drive new business development from a range of methods including outbound prospecting, existing relationships, outbound marketing and social media, working consultatively to deliver colocation and connectivity solutions to new logo clients. As a New Business Development Manager, your primary objective will be delivering signed revenue through the entire sales cycle function. You would be expected to regularly prospect to identify new clients, generate and qualify opportunities and submit formal proposal documentation. This role is perfect for individuals who are driven and want to step-up in their career, being part of the largest North-west provider of independent data centre space, supporting a plethora of different business who host critical infrastructure across the UK.

MAIN RESPONSIBILITIES:

- Developing your pipeline through proactive phone, email and social media prospecting
- Generating your own qualified leads but also utilizing the inside sales executive to prospect into verticals you identify as promising.
- Creating strategic campaigns.
- Conduct physical data centre tours for prospective clients
- Utilising the marketing team to increase brand awareness and generate pipeline.
- Setting and attending face to face customer meetings
- Building relationships and networking
- Achieving your monthly target and completing key performance indicators both in terms of activity and sales
- Develop a strong understanding of customer's core objectives and challenges, in order to properly match Lunar Digital's, products and services with their needs.
- Regularly maintain CRM and provide necessary sales reports.

SKILLS AND EXPERIENCE:

- 2-3 years' previous experience of new business acquisition or account management in technology sales
- High volume phone contact experience essential.
- Excellent record of consistently achieving targets (fiscal or otherwise)
- Good technical understanding gained through telco / managed services / cloud datacentre background or willingness to learn quickly.
- Able to engage at a multiplicity of levels within a customer
- Excellent communications skills, both oral and written
- Proficient in Outlook, Excel, Word and Powerpoint.
- Well-honed organisational skills.
- Experience in lead or deal qualification (B.A.N.T/ S.C.O.T.S.M.A.N ETC)
- Experience in deal closing via a multitude of methods
- Able to prove scenarios where they overcame adversity to ultimately win a client's business
- Sound problem solving skills; a creative approach with the ability to develop new ideas.
- Experience of providing a responsive, customer focused service.
- Exceptional time management skills and the ability to prioritise.
- Ability to produce work to a consistently high standard within tight deadlines.
- Capability to work independently and as part of a team.
- Must be educated to degree level standard (BSC/BA)
- Driving Licence and own vehicle

BENEFITS:

- Excellent commission scheme – uncapped
- Be part of a thriving new operator in Manchester
- Regular work-based socials and team building activities
- Work closely to exec level
- Free lunch on a Friday

PERSON SPECIFICATION:

- Result oriented
- High energy and personal drive
- Should take responsibility for their own actions
- Flexible and adaptable, self motivated and a pro-active worker
- Self starter with a 'can do' attitude
- Able to see the big picture of the company
- Thrives in a flexible and pragmatic style of management that is totally business orientated and focused on results