**Business Development Manager – Job Specification**

**(Hybrid Role)**

We believe that the Business Development Team is the cornerstone of any successful organisation.

Breathe have an amazing opportunity for an experienced and driven, professional sales person to take our business to new levels.

Breathe is a forward thinking and entrepreneurial IT Services and Projects Business, with a long-established customer base and proven track record.

We offer mission critical services to schools and businesses that no organisation can do without.

Breathe’s next challenge is growth as we haven’t scratched the surface of what is possible. This role is key to the next exciting chapter for Breathe.

This is your opportunity to make a difference and be part of something great, while being rewarded for your successes.

**Main responsibilities**

The primary objective is to pro-actively identify new customers and business opportunities in line with the Sales Plan. Your focus will be to drive new business.

This is not a telesales job, it’s a true business development role. You will, in conjunction with the management team, define prospects to target and offer specific services to these potential customers.

Various resources are at your disposal including the marketing team and internal account managers. Breathe will support you with what is needed to win new customers.

Our products and services include Managed Services, Cyber Security, Cloud Services, Infrastructure deployment and a very niche Mobile Network Boosting solution. We have minimal competition in some of these areas, with specialised high value products and services to sell.

**Day to day responsibilities include:**

* Working closely with the Management Team to profile our successful customers and identify audiences to target.
* Create a business development plan based on the targets identified and specific goals of the business plan.
* Generate leads and ultimately sales, using all means available to contact prospective customers.
* At times we will get external help from specific campaigns such as LinkedIn lead generation. You will manage the process and engage with the prospects.
* Working closely with the marketing team using the resource to engage your target audience.
* Working closely with the technical team to help with pre-sales and solution design.
* Access our extensive data base of warm contacts that receive regular marketing campaigns.
* Help Breathe to expand around the HQ in Cambridge and in newly identified territories such as Sheffield, London and France.

### Your Requirements

* You will be the face of Breathe and will need to be experienced and professional.
* Our Management Team are results orientated. You will need to be a driven results orientated sales person.
* Fluent, business level English is required. Written and spoken as you will deal with schools and executive leaders in businesses.
* A proven track record of successfully building new accounts and performing against sales KPI’s.
* Experience within a customer facing business development role.
* The ability to use and navigate CRM systems.
* Good documentation skills.
* Ability to learn about and sell IT products. You are not required to be technical but will need to understand and position technical products.
* Sales experience in IT and/or Telecoms is preferred.
* You must be pro-active and can work on your own initiative or part of the team.

**What’s in it for you?**

* Basic of £23-£35K with uncapped commission. Expected 50K-90K OTE
* Flexible Hybrid Working Model
* Joining a great Team of people
* Selling market leading mission critical IT
* Company laptop
* Company mobile with personal use
* Staff discounted IT and Audio-visual products including Apple
* Various Bonusses and Incentives
* Company Pension Scheme
* Company Healthcare Plan
* Holidays
* Car allowance