

Business Development Manager

Job description



Document Control

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Business Development Manager

Location: Leeds/London/Home

About the role

Reporting to the Commercial Director, the Business Development Manager is primarily responsible for the achievement of annual revenue targets and specified gross margins, identifying, managing and developing new major accounts into which the Xalient products and services portfolio can be sold.

What you'll be doing

- Acquire new business against an annual sales target within mutually determined verticals. Identify vertical markets to target with responsibility for building the pipeline, identifying appropriate prospects, determining the strategy and all aspects of the sales cycle.
- Qualify Customer and sales opportunities to maximise orders and ensure that the solutions offered are within Xalient's field of competence.
- Build and sustain a prospect platform and follow through in an appropriate and timely manner to achieve or exceed the assigned sales targets.
- Ensure proactive contact with all prospect projects on a regular and consistent basis. Understand the Business requirements and how Xalient can provide a solution in this context.
- Co-ordinate pre-sales resource and manage the sales cycle, setting customer expectations and respecting other demands on colleagues to ensure Xalient's reputation and customers/partner aspirations are met.
- Keep up-to-date with developments in technology and the customer and supplier market places in order to appreciate future customer requirements and to help develop Xalient's solution offering.
- Prepare and deliver professional sales presentations to customers. Understand the clients' business needs, objectives and practices and present compelling business propositions, concepts and ideas to clients at senior and board level.
- Contribute significantly to the development of Company goals, growth and profitability targets by being an active member of the Xalient team and culture.
- Enable the Company to grow new business through referrals and other marketing initiatives.
- Provide all required internal and external documentation on time and within sales guidelines and standards.
- Strictly maintain client confidentiality.
- Prepare quotations for customers and conclude contracts in accordance with the Company standard procedures, ensuring that all deals and ongoing SLAs are secured and closed appropriately and in a timely manner.
- Identify potential competitive threats and take timely and effective action to minimise them.

- Assume overall responsibility for the Cover Letters, Management Summaries and Pricing sections for all proposals.
- Update the sales pipeline every week and ensure that all new opportunities, as well as updates on current prospects, are reflected in the new pipeline report.
- Attend and contribute as a senior member of the Sales team to the regular sales meetings in the company's London or Leeds office.
- Take opportunities to network within the Industry and verticals with whom you work, seeking market intelligence and raising the profile of Xalient. Look for seminars, conferences and business events to participate in to ensure activities and initiatives are facilitating introductions for you.
- Identify any campaigns or initiatives that may help penetrate specific verticals, where appropriate and engage internal support.

What you'll need

- Demonstrable background of new business sales achievement and conversion
- An excellent track record within a Networking/Data, Telecommunications or IT organisation.
- Strong New Business capabilities – communication, collaboration and promotion of differentiators and new products to present compelling propositions.
- Highly self-motivated attitude
- Able to marshal and manage resources (people, funding, materials and support) to achieve customer engagement.
- Assertive, organised, methodical, efficient and able to work on own initiative in and out of office.
- Excellent verbal and communications skills
- Excellent presentation, public speaking skills and general product awareness
- Commercial and sector awareness
- Ability to grasp technical concepts.
- Able to work independently, multi-task and exercise good judgement at all times
- Must be a team player who interacts well with colleagues
- Good computer skills

Competencies:

- **Persuasiveness** - The ability and willingness to use the appropriate style in order to gain agreement from others to plan and ideas.
- **Relationship Building** -The ability and willingness to develop and exploit a range of productive relationships both inside and outside the team.
- **Organising Work** - The ability to marshal and manage resources (people, funding, materials and support) to achieve a task. Able to manage own time efficiently and to handle multiple activities in parallel to accomplish the goals.
- **Adaptability** - The ability to maintain effectiveness in a changing environment and the willingness to respond quickly and positively to change.
- **Business Awareness** - An understanding of the processes and issues relevant to one's job. This ranges from job knowledge to an appreciation of complex internal and external business issues/trends
- **Customer Orientation** - The ability to recognise both internal and external customers and the willingness to co-operate with them fully in order to help them achieve their objectives.
- **Self Confidence** - The ability to make a positive impact and to maintain a credible position with others on an ongoing basis.
- **Achievement Orientation** - The determination to perform at the highest standard, aiming to exceed norms and expectation.

Required to travel across the UK and occasionally abroad

Here's a bit about us

At Xalient we design, build and manage software-defined solutions and services that help global enterprises become more resilient, adaptable and responsive to change. We're an innovative and young technology services company with around 50 employees, most based in Leeds, that helps large organisations connect their people and locations across the globe and protects them against growing cyber threats – shameless namedrop, but we're proud to call Kellogg's, Keurig Dr Pepper, Mondelez & Hamleys our customers (and that's just a few of them!).

Our diverse and dedicated team of business and IT consultants, technical experts, and service delivery professionals come together every day to achieve the same goal – exceeding our customers' expectations.

Our employees' backgrounds and experiences are as diverse as their personalities, but they all have one thing in common – their Xalient DNA.

These are the qualities and traits we ask of everyone at Xalient: we care passionately about our clients and the work we do; we challenge conventional thinking – and find innovative and pragmatic answers to the toughest client challenges; and we enjoy being at the forefront of our industry, so we are constantly learning, developing and bringing new service innovation to our clients.



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