

## Job Title: Business Development Manager (Hardware)

**Location:** Full-time from the office in Whitefield, Manchester or Maldon, Essex

**Salary:** £30,000 to £40,000 per annum (dependent on experience), plus an open-ended commission plan

**Reporting to:** Hardware Sales Manager

### *About Us*

We are a high growth fast paced leading end-of-life IT Asset Management business dedicated to managing all aspects of technology and data securely and sustainably. We guarantee client data security to the highest Government standards, emphasising re-use and revenue generation. Our services range from organisation-wide desktop refreshes and data centre to Cloud migrations to BAU disposal requirements, ensuring complete compliance with GDPR and WEEE legislation. We are honoured to have received the distinguished King's Award for Enterprise: Promoting Opportunity 2024. This esteemed recognition celebrates our innovative prison recycling program which has not only significantly contributed to environmental sustainability but has also facilitated the successful reintegration of prisoners into society.

### *Our Mission*

We are committed to delivering social value through end-of-life IT, providing second chances for both equipment and people within our business and community. Being part of our team means contributing to meaningful change, from our prison workshop initiatives to continual service improvements.

### *Role Overview*

As a Business Development Manager (Hardware), you will be crucial in driving our growth by identifying and capitalising on new business opportunities. Your responsibilities will include:

- **Client Acquisition:** Actively seek out new business opportunities and potential clients, aiming to expand our customer base.
- **Hardware Sales and Account Management:** Utilise your experience in sales and account management to build and maintain strong relationships with existing and new clients.
- **Tech Sales:** Leverage your technical sales experience to identify client needs and recommend the most suitable equipment to meet the customers' requirements.

#### *Manchester Office*

59 Stanley Road, Whitefield, Manchester, M45 8GZ

 0161 777 1000  [service@tier1.com](mailto:service@tier1.com)

#### *Maldon Office*

1-3 Baltic Wharf, Station Road, Maldon, Essex, CM9 4LQ

 01621 484 380  [service@tier1.com](mailto:service@tier1.com)

*Reduce. Reuse. Recycle.*

- **Customer Relationship Management:** Maintain and strengthen relationships with existing clients, ensuring high levels of customer satisfaction and repeat business.
- **Sales Reporting:** Prepare periodic sales forecasts, reports, and analyses for the Hardware Sales Manager.

### *What We're Looking For*

We are seeking an ambitious and dynamic Business Development Manager with a proven track record in hardware sales and account management. The ideal candidate will have:

- **Experience:** At least 2 years of experience ideally in hardware sales and account management, with a strong background in tech sales.
- **Customer List:** Bringing an established customer list will set you apart from the rest.
- **Computer Literacy:** Proficient in using various software applications and sales tools.
- **Ambition:** A strong desire to achieve and exceed sales targets, coupled with a proactive approach to identifying new business opportunities.
- **Organisation:** Exceptional organisational skills to manage multiple tasks and client accounts effectively.
- **Self-Motivation:** Ability to work independently, set goals, and stay motivated to achieve them.
- **Outgoing Personality:** Excellent interpersonal skills to build and maintain relationships with clients and colleagues.

### *Benefits*

- Competitive salary ranging from £30,000 to £40,000 per annum, dependent on experience.
- Open-ended commission plan offering significant earning potential.
- Opportunity to work with a dynamic and growing company committed to sustainability and social value.

Join us to make a tangible impact in the ITAD industry by driving sales, building client relationships, and contributing to our mission of sustainability and social value.

**Sound like you? We'd love to hear from you!**

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