

Job Title: Business Development Manager (ITAD)

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

Salary: £40,000 to £60,000 per annum (DOE), plus an open-ended commission plan

Reporting to: ITAD 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 in our ITAD Sales team, you will play a crucial role in driving growth by selling our full range of circular economy services to both new and existing clients. This role requires a strong background in ITAD sales and account management, with a focus on building long-term relationships and achieving ambitious sales targets. Your responsibilities will include:

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



Manchester Office

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- **Customer Relationship Management:** Maintain and strengthen relationships with existing clients, ensuring high levels of customer satisfaction and repeat business.
- **Sales Reporting:** Prepare regular sales forecasts, reports, and analyses for the Sales Director.
- **Pipeline development:** Build and maintain an accurate, and growing, pipeline
- **Working to agreed process:** Work to an agreed number of customer visits and understanding the process cycle of quoting through to invoice payment.

What We're Looking For

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

- **Experience:** At least 2 years of experience ideally in the IT lifecycle industry 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 as well as strong skills in generating documents.
- **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.
- **Negotiation and relationship skills:** Excellent negotiation skills and the ability to build strong and lasting client relationships.
- **Financial Skills:** The ability to calculate margins and forecast accurately.

Benefits

- Competitive salary ranging from £40,000 to £60,000 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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