

Business Development Manager, Reference N475

Closing Date: 26th January 2024

Do you thrive on exceeding sales targets and building strong relationships to develop and recruit new reseller partners, maximising revenue opportunities?

Nuvias UK&I are part of the Infinigate Group and are a leading specialised value-added distributor of enterprise cybersecurity solutions to small and medium sized enterprises across EMEA. We are looking for a Business Development Manager, UK to primarily work with Cambium Networks, a key valued vendor partner. This role reports into our Head of Networking Solutions, and can be based at our South Cerney, Gloucestershire Office or London office on a hybrid working basis.

This is a great opportunity to utilise your existing IT solutions sales experience in a company with exciting growth plans and future development opportunities.

Responsibilities:

- Responsible for the development and recruitment of new reseller partners for the vendors portfolio of products and services
- Promote sales via presentations and demonstrations of vendors portfolio.
- Develop opportunities from leads to prospects, to opportunities, to customer orders.
- Build relationships with Resellers/SP's product sponsors, sales management and sales.
- Establish and maintain relationship with vendor end users and channel sales team.
- Accurate forecasting revenue and gross profit streams
- Track and report key metrics such as new partner engagement, leads and deal registrations.
- Liaising with Account Managers on engagements to ensure an opportunities full potential is met on each account.
- Assisting with sales enquiries and quotes
- Interaction with other key internal departments, i.e Pre-Sales, Purchasing, Marketing and Support Services
- Always adhere to company policy and work in line with the Company Quality Management System (ISO 9001 and 27001 standards)

What we are looking for:

- Essential: Proven experience of selling IT solutions.
- Essential: Presentation skills required
- Preference: Knowledge of order management systems, Intermediate level Excel/Office/email etc
- Excellent communication skills both verbal and written in English.
- Strong communicator, strong organising abilities, and process-oriented work style
- Motivated and enthusiastic
- Keen Interest in Technology and willing to learn.
- Self-motivated and able to thrive in a results-driven environment.
- Maintain a professional and polite disposition at all times.

What we offer:

- OTE up to £40,000 depending on experience.
- 25 days annual leave rising to 28 days with length of service plus bank holidays.
- Day off on your birthday
- Life assurance of 4 x basic salary and group income protection from start date
- 5% employer matched pension contributions after 3 months service

- Individual cover for private medical insurance and healthcare cash plan following successful completion of probationary period.
- Hybrid working arrangements with 3 days per week in the office/client visits and standard office working hours are 9am – 5.30pm
- Employee assistance programme for practical and emotional support
- Free parking and complimentary refreshments onsite

[Infinigate Group](#) are committed to creating a diverse and inclusive workplace where differences are not only accepted but also valued and appreciated. If any reasonable adjustments would support you through the recruitment process, then please get in touch at jobsUK@infinigate.com

If you are interested in applying for this role or have any additional queries on the role, please submit your CV quoting 'Business Development Manager reference N475' to JobsUK@Infinigate.com