



Business Development Manager

Business Development Manager (BDM)

Full-time – 37.5 hours per week

Location – Kilmarnock

Microtech Group is an award-winning organisation consisting of distinct areas that have been specialising in the delivery of complementary end-to-end IT services to the public, private and third sector for over 30 years.

Established in 1986, Microtech Support offer customised IT and telecoms support solutions for small and large corporate companies, from installing applications and networking to security and total cover maintenance.

With aggressive strategies, the Microtech Group have moved from a Scottish company to having a U.K. wide presence with European ambitions.

Ideal candidate

You will be a highly motivated individual with a proven track record in selling products and services within the IT sector. You must have experience selling managed IT services and solutions to SME and Enterprise sized organisations.

Lead Generation

This role will require a high level of lead generation and the candidate must be confident and efficient at generating new business through proven methods. These include e-mail campaigns, networking events and following up on marketing campaigns.

Sales

The Business Development Manager will be the first point of contact for new enquiries and will work with the Sales Manager and other members of the sales team as necessary to ensure their targeted revenue is secured as agreed with the Managing Director. Management of sales & revenue (including forecasting, revenue recognition and invoicing) and costs is essential.

Sales administration

The candidate will be required to use our CRM system and experience in Microsoft Dynamics would be advantageous. This involves logging opportunities and generating quotations to present to clients. At point of sale, you will be required to transition the sale through our sales administrative team alongside our accounts department.

Experience

Experience in IT sales, digital services and upselling digital platforms to a wide range of sectors. A good understanding of the full range of digital services, Software and Website Development, Responsive Technology, E-Commerce, Content Management Systems, CRM, Online Payments, Hosting, Integrated Marketing Systems and APIs would be beneficial.



Reporting

Regular reporting on Opportunities progress to the Sales Manager and MD at the Senior Management Team meeting.

Benefits

Attractive Salary (dependant on experience) and excellent commission structure.

28 days holiday

1 additional annual day for your birthday

Optional opt in pension

Hours of work

Monday – Friday, 9am until 5:30pm

To apply, please forward your CV or application to vacancies@microtech-group.co.uk

