



**Cloud  
Essentials**

Your cloud journey. **Accelerated.**

**Job Advert – 20<sup>th</sup> January 2024**

If you are interested, kindly email your **CV** to [vivian.donaldson@cloudessentials.com](mailto:vivian.donaldson@cloudessentials.com)

Do you have a passion for Cloud Solutions & Services? Do you love to solve problems and help improve the quality and way customers use and deploy Microsoft's products?

Title: **Business Development Manager (UK)**

Reporting To: **Managing Director UK Region**

Sector: **Information Technology Consulting**

Area: **UK based (Hybrid - office and home)**

Salary Bracket: **Market-Related**

Work arrangement: **Hybrid (office and home)**

Contract Type: **Permanent**

Fuel growth and forge relationships as our Business Development Manager (UK)! Are you a driven sales veteran with a passion for unlocking revenue and building enduring client relationships? Do you thrive in fast-paced environments where your sales prowess shines and your ability to win trust translates into closed deals? Then join our dynamic team as we expand our footprint in the UK!

**Key Responsibilities:**

- Identify and secure brand-new clients, driving significant revenue growth and market expansion for our cutting-edge solutions in Microsoft 365 compliance and data management.
- Translate client needs into compelling presentations of our Microsoft-centric compliance and data management solutions, becoming a trusted advisor who understands their challenges and presents the perfect fit.
- Engage in meaningful conversations, building trust, uncovering needs, and presenting the perfect solutions to the right decision-makers at the opportune moment.
- Take ownership of verbal sales interactions, particularly in the early buying cycle, and expertly guide deals through the pipeline to successful closure.
- Foster strong partnerships with internal teams, including marketing, subject matter specialists, and operations, to leverage every resource for maximum impact.
- Build lasting relationships with mid to senior IT and Risk professionals in regulated industries like finance, pharma, and legal.



### Your Ideal Profile:

- 10+ years of proven experience in technology/IT or professional services sales is your foundation.
- Generating leads through direct outreach and strategic partnerships is your forte.
- Building trust and rapport with clients and partners is your natural strength.
- You're a self-starter who thrives in dynamic environments and navigates changing priorities with ease.
- You excel in creating synergy and effectively leveraging internal resources to achieve shared goals.
- Presenting solutions, hosting calls, and leading meetings are your comfort zone.
- You embrace metrics and continuously strive to improve your sales effectiveness.
- You're passionate about acquiring knowledge and becoming an expert in our niche.
- The prospect of travelling across the UK & Ireland excites you.

### What We Offer:

- Be part of a dynamic company on a high-growth trajectory with immense market and career potential.
- Leverage a robust Inside Sales team to handle administrative tasks and empower you to focus on closing deals.
- Surround yourself with talented individuals who share your dedication to excellence.
- Enjoy a supportive environment where creativity and initiative are encouraged.
- Invest in your future with training, coaching, and certifications.

### Desired Skills:

- You should have excellent communication, analytical and problem-solving skills, as well as a keen attention to detail and a strong sense of responsibility.
- You should be able to work independently and collaboratively in a fast-paced environment.

\*An existing network within our target market or Microsoft UK is an asset.

Do you see yourself driving our UK success? Ready to unleash your potential as a seasoned sales professional? Apply now and let's explore how your expertise can fuel our shared growth!

If you receive no response within 2 weeks after the closing date, your application is unsuccessful.