



# Business Development Executive Nottingham / Halifax – Full Time

## The role

We have an exciting opportunity for a Sales Professional to join our sales team selling into Local Government organisations.

You will have responsibility for leading all sales engagement into named targeted accounts and be tasked to find and win new business opportunities. To increase ongoing revenue / margins within the nominated account base by building peer-to-peer relationships with senior points of contact in order to promote sales and deployment of XMA'S products, services and solutions.

A key goal will be to position XMA as the 'trusted advisor' and 'go to supplier' to the account base selling end-to-end solutions and services that deliver the customer with innovation and tangible return on investment

The key candidate will be a motivated and dedicated Sales Professional having relevant sales experience gained selling IT products including infrastructure and services, combined with a real desire to build a long term career at XMA

## Key areas of responsibility

- Meet or exceed defined objectives and targets for profitable sales.
- Work effectively with the Internal Account Managers to deliver client SLA's and transactional excellence.
- Prepare, implement and execute plans for Customers
- Prepare and Present Quarter, half year and annual business plans to XMA executives
- Work closely with the XMA bid unit
- Promote all XMA frameworks with special focus on direct award frameworks
- Set personal and team objectives in engaging new prospects accounts and new contacts within existing accounts.
- To ensure that high levels of client face-to-face engagement are established and maintained
- Engage with vendor partners consistently to establish 'three-way' sales opportunities and initiatives at the client.
- Acting as a product/solution/services champion and evangelist to develop and maximize the engagement and deployment of our solutions within the account base.
- Be self-disciplined and motivated, maintaining the highest level of professionalism and be a role model both internally and externally.