



SERVICES SALES MANAGER GOVERNMENT

The Company

XMA Ltd are a value-added service supplier providing IT products and services to business and public-sector organisations all over the UK. Established in 1982, XMA are one of the leading IT suppliers, employing over 500 staff from purpose-built locations across the country. In 2017 and 2018, XMA won the CRN award for public sector VAR of the year.

XMA develop, deliver and maintain innovative IT solutions that enhance how people learn, teach, govern, deliver and do business. They firmly believe that one size does not fit all and they tailor make solutions to suit individual needs

In December 2007 XMA were acquired by the Westcoast Group of companies. Westcoast is an independently owned British group, that includes Westcoast, Clarity Computer Distribution (trading as Westcoast Ireland) and XMA. In total, Westcoast has revenues of over £2.2 Billion and employs over 1000 people across multiple sites in UK and Europe.

For further information please visit <http://www.xma.co.uk/>

Background to Appointment

Alongside its core business as a technology re-seller XMA have a wide service delivery capability (on the ground and in the cloud) designed to support any potential customers technology infrastructure and user base. As part of a broader growth strategy XMA is targeting significant expansion in its Services business and hence is looking to recruit an experienced IT Services sales professional to sit within its specialist services sales team. The role will can be based in either Nottingham or St Albans with travel as required.

Appointee's Role

Reporting directly to the Services Sales Director, a key target carrying sales role, sitting within our specialist Service Sales function, working predominantly within our Government (Central, Local and Health) business unit to identify, shape and close net new services-based opportunities. Suitable candidates will have at least 10 years' experience, ideally in a customer-orientated IT services environment. Candidates are likely to have a strong academic background, probably educated to degree level, with a track record in selling IT managed services across both the Public and Private sectors

- Work both alongside current business unit Account Managers and alone to lead, identify, shape and close suitable IT services-based opportunities
- Achievement of both set margin and revenue targets
- Create and maintain a personal opportunity pipeline
- Attend client facing meetings including creating, and delivering, relevant collateral such as specific bid and wider corporate presentations
- Opportunities created, accurately maintained and closed off following defined corporate processes and systems
- Aid in the production of high-quality written client submission bid documentation in line with XMA's exiting style and standards
- Ensuring all opportunities are appropriately commercially modelled and costed and adhere to required governance.
- Lead in the handover of opportunities to the various internal service providers and stakeholders

Required Experience:

- Hard Working Pro-active Sales professional with a proven track record that demonstrates an understanding of the essence of selling and what it takes to be successful
- Is likely to be qualified to degree level and have 10+ years' demonstrable experience in selling IT managed services with deal sizes ranging from a few thousand up to several million pounds in value
- Services sales experience across both Public and Private sectors would be an advantage
- Ability to write bid content and customer facing documents to a very high standard
- Capable of qualifying opportunities, developing offering through to compiling & delivering presentations to C-level clients
- An in-depth understanding of the solutions and technologies which underpin service propositions
- A solid working knowledge of service management disciplines such as ITIL and their application into service solutions
- Experience of working both alone and within sales/bid teams, and clients with outstanding verbal and written communication and presentation skills
- Excellent MS Office (Word, Excel, PowerPoint) skills

Personal Characteristics:

- A naturally self-starting and entrepreneurial individual, happy to operate with minimal supervision and direction
- Takes a positive 'glass is half full' 'view of the world seeing challenges as opportunities rather than obstacles
- An ability to get on with, and inspire respect from, everyone at all levels both internally and externally is essential
- Proactive and able to work independently as well as making a full contribution to a team
- Personable, gifted communicator, able to listen, interpret and articulate complex business requirements
- Flexible, committed and a strong desire for success
- Prepared to travel across the UK to attend customer sites
- Excellent Time Management and prioritisation skills
- Ability to rapidly familiarise with systems and processes
- Excellent written skills and high attention to detail

General

This is a very exciting opportunity to join a business that is already established as a leader in its sector yet is about to undergo significant growth. The quality and pedigree of the current senior management team and collaboration with vendors and partners ensure this company has an exciting future. Furthermore, this role specifically would suit someone that was looking to actively help shape XMA's future in Services.

Remuneration

Remuneration for the appointee will be discussed on an individual basis.