



## Vacancy

### **JOB TITLE**

Business Development Manager

### **DEPARTMENT**

Sales

### **COMPANY OVERVIEW**

iCS Communications delivers leading telecommunications infrastructure that transforms the way that businesses work.

iCS is a partner with leading vendors including BT, Panasonic, Splice.com, Avaya & Cisco. The success of iCS over the last 28 years has been based on understanding our client's needs, and doing everything we can to make sure we provide a service of the highest quality. Our people are what enable us to do this. They are the core of our business and are what make iCS such a great and fast-growing company.

### **LOCATION**

Field based role and a minimum of two days per week at Head Office in Camberley, Surrey.

### **THE PURPOSE OF THE ROLE**

The main aim of this role is to sell the telephony services and solutions that iCS offer. These include, Hosted, SIP, PBX plus lines and calls and the range of manufacturer options. Once you have acquired new business you will farm the account, maximising revenues through selling the full portfolio of iCS Communications.

### **RESPONSIBILITIES:**

- Manage your own diary. Turn leads into client appointments
- Generate and close new business through client acquisition
- Prepare monthly sales reports to demonstrate successful progress on sales pipeline
- Manage client accounts and new business leads. Ensure all information is recorded in CRM and remain up-to-date including contacts, account profile & opportunities
- Work with Marketing and Lead Generation teams to qualify opportunities. Assume responsibility to drive opportunities forward and ensure they are followed up appropriately
- Build strong rapport with new clients to understand their objectives and develop long-lasting relationships
- Build relationships within the sales teams of our strategic partners to drive further value & opportunity in accounts
- Deliver professional client presentations



- You will act as the key interface between the customer and all relevant departments including: Operations, Accounts, Technical Support and Senior Management Team
- Be an ambassador of iCS Communications

## **KEY SKILLS**

### Essential

- Previous experience of selling telephony solutions, either Hosted or On-Premise
- Proven track record of winning new business
- Experience of selling branded telephony products within last role
- Strong negotiation and influencing skills at C Level
- Experience in delivering professional presentations
- Ability to network within a customer organisation to identify all key influencers and decision makers
- Be able to manage long and short sales cycles
- Sound analysis and decision-making skills

### Nice to have

- Experience selling Panasonic and/or Avaya solutions

## **PERSONAL ATTRIBUTES**

- Driven and personable
- Self-starter, proactive with can do attitude
- Problem solver
- Ability to work in a pressurised environment, adopting a proactive approach at all times
- Strategic thinker who is able to use own initiative
- Excellent written and verbal communication skills
- Strong MS Office package skills and CRM experience
- Ability to interact with people across the organisation, and to build lasting effective professional relationships



## **BENEFITS**

- Competitive salary and generous OTE package, top performers within iCS can expect an OTE up to 3 x their basic salary
- Car Allowance
- Company mobile phone & laptop
- Home office set up

Job Type: Full-time

Salary: £30k basic + OTE

## **FURTHER INFO AND TO APPLY:**

Sue Maguire  
Sales Support Manager

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Closing date: 31<sup>st</sup> March 2018