

Business Development Manager



The Company

Established more than 30 years ago, we have transformed from a telephone system provider, to offering more comprehensive and tailored business communication and IT solutions.

These solutions include cloud based services, network services, telephone systems, cabling infrastructure and wireless networks, CCTV and IT/telephony support.

We utilise our 30 years of experience in business communications and IT to improve the customer's journey, manage staff performance and provide cost effective solutions, using the latest developments in technology - Anywhere, Any Place, Any Device

We believe every decision is a combination of emotions and not just logic.

To build on our growth and success, the business is now seeking to add a professional Business Development Manager (BDM) to join the team.

The BDM will report to the Sales Manager

The Role:

1. To generate new business opportunities
2. To work alongside the sales & marketing department to generate leads and opportunities
3. To always promote the company's vision, mission and values
4. To promote and cross-sell the company's portfolio
5. To ensure all incoming leads and referrals are handled in line with the company's sales process
6. To ensure all relevant sales material used is up to date and available
7. To keep the CRM system up to date
8. To ensure new quotations are accurate, timely and comprehensive, supported by relevant sales documents
9. To ensure all quotes, sales documents, presentations etc. are in keeping with the company's style and corporate image
10. To manage and communicate your pipeline effectively
11. To produce weekly reports on forecasts and figures

The ideal candidate:

You will be a professional sales/business development person, probably with a background in selling a technical product and services such as IT, Security, Telecoms or similar B2B. However, outstanding candidates from other sectors are always considered.

You will be

- A highly developed communicator (IT, oral and written),
- Self-motivated and able to work on your own unsupervised, but also be capable of being a good team member.
- Able to demonstrate a highly successful track record of sales with a high level of conversion – (you will understand the numbers behind being successful!)

Most importantly you will be someone who understands that success is based on delivering high quality, by looking after the clients' needs and putting people first.

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