

## Job Description – Business Development

### JSC Summary Overview

JSC is a highly successful IT and data centre services provider which operates predominantly in the south-east, extending nationally and worldwide from our base in Chelmsford, Essex. We work with a diverse range of clients ranging from schools and local businesses through to large multi-national organisations and data centre co-location providers. We have a well-established brand and standing within the industry and a reputation for delivering outstanding services and quality. We are growing quickly and have ambitious plans to expand our client and service base and are looking for the right person to drive that customer growth.

### The Role

- Develop a thorough and expansive knowledge of JSC's products and services.
- Build and develop relationships within our database of previous and occasional customers.
- Develop new customer relationships within similar vertical markets to our existing clients.
- Work with Pre-sales & Technical Solutions to design and create polished quotations or proposals.
- Be an ambassador for Joyce Solutions within the market, verticals and amongst our suppliers.
- Attend events and industry functions to promote the brand of Joyce Solutions.
- Work with Sales lead to develop service expansion with current and new clients.
- Support the wider Sales Team to achieve sales & market share growth in line with business plans & budgets.
- Research potential business opportunities, industry trends and developments

This position is a fantastic opportunity for someone motivated by winning work and acquiring new customers and new opportunities. We would like you to be customer focused and self-motivated, with lots of energy and a 'go-getter' attitude. It's important that you are technically minded, an excellent listener and communicator and have good organization, administration, and relationship-building skills.

### Who We Want

- We're looking for a confident, motivated, results-driven, salesperson, with an equal desire to acquire new customers as well as developing opportunities with previous one-off clients.
- We require an assertive & effective team player that is well organised, methodical, reliable, & dependable.
- Someone capable of being the primary point of contact for JSC within the client and opportunity.
- You will ultimately need to be able to understand and sell the value of JSC's services and contribute to the growth of JSC.
- You will be responsible for managing and developing new & existing relationships within the close-knit DC and IT services community and fostering JSC's reputation and reach further.
- The role will be target focused and you will be expected to be mostly self sufficient in the pursuit of those targets.

### Knowledge and Experience

- You must be an excellent verbal and written communicator with an ability to learn, understand, explain, and articulate complex processes and information at all levels.
- Knowledge of IT & Networking technology or similar technical or services-based company.
- General Business Acumen and Commercial knowledge & negotiation skills.
- Experience of IT services, structured cabling, Storage & Compute, or Data Centre deployments would be highly desirable.
- Experience of selling to the Data Centre, Co-location or Financial Services markets is required.
- Flexibility with a strong work ethic
- Full UK driving licence.

**Technical Skills**

- Need to be fully conversant with MS Office, particularly Excel and Powerpoint.
- Adaptable and natural at picking up and utilising new technologies.
- Pipeline and CRM management tools.
- Quoting tool management.

**You'll get.**

- Competitive Salary
- Competitive Commission Plan
- Pension contributions
- Private health benefits
- Training and development courses