

## Job Description

<b>Job Title:</b>	<b>New Business Executive</b>
<b>Department:</b>	<b>Sales</b>
<b>Location:</b>	<b>Cheltenham/Worcester</b>
<b>Salary:</b>	<b>Competitive</b>

### The Opportunity

This is a unique opportunity to join a new technology business at a time where the market is going through both significant change and high growth. The convergence of Communications and IT represents a significant opportunity over the next 3-5 years. The role is suited to someone who is passionate about technology and wants to make an impact and help drive a growing business forward.

### The Company

Our vision is simple: a world where all technologies work together seamlessly and provide measurable value. Where you can buy, deploy, flex and securely manage your technology estate easily and with confidence.

Our mission is to reimagine the world of cloud, communications and IT, pushing the boundaries of what's possible, bringing expertise and innovation to enable businesses to manage their technology estates simply, securely and with confidence. **It's time to make technology smarter.**

### About the Role

As a New Business Executive, you will be involved in making meaningful client relationships with new customers to help The Group achieve its mission by selling the unique value we can offer customers.

NBE's should work to exceed sales targets and ensure they have a strong sales pipeline, while delivering excellent customer satisfaction.

We require a confident individual who is task oriented, and target driven, can work independently and use their own initiative. A successful NBE has a mature attitude and consistently demonstrates a proactive approach in dealing with their prospects and customers and is somebody who wants to win.

## Key Responsibilities

- Adherence to Bamboo Information Security policies and procedures in all aspects of your job role, with emphasis on Confidentiality, Availability and Integrity of information.
- Actively seek out new sales opportunities.
- Conduct market research to identify new business opportunities and evaluate customer needs.
- Build relationships and develop networks which will deliver new opportunities.
- Set up in person and online meetings with potential clients.
- Prepare and deliver appropriate, on-brand presentations on products and services.
- Participate on behalf of the company in exhibitions or conferences. Negotiate/close deals and handle complaints or objections.
- Achieve and exceed revenue and margin targets.
- Collaboratively contribute to discussions and decisions about sales approaches and network development.
- Work proactively with the team to develop strategies and resources to attract and engage clients.
- Maintain accurate records of activity for pipeline and reporting purposes through CRM.
- Maintain time effectively, set priorities and work successfully to deadlines. Keep up to date with industry trends and knowledge requirements.
- Manage all named Prospects and ensure Bamboo are positioned as preferred supplier.
- Provide an accurate weekly Sales Forecast to manager.
- Log and update all opportunities on a regular basis on company CRM.
- Proactively hunt sales opportunities, working to have 300% of sales quota as monthly pipeline.
- Demonstrate a clear understanding of your identified prospects.
- Solution sell wherever possible on all live opportunities.
- Proactively build a LinkedIn Network to help drive sales and promote the Bamboo brand daily.
- Continually develop yourself using managerial support and learning tools such as T2 Hub

## **Key Skills/Experience**

- Sales Skills
  - Prospecting
  - Networking skills
  - Collaboration skills
  - Understanding people's buying patterns and trends
  - Updating the sales funnel or customer management platform
  - Qualifying leads
  - Nurturing relationships with clients
  - Negotiation and persuasion skills
- Communication and interpersonal skills
- Marketing skills
- Business intelligent skills
- ROI and data analysis skills
- Business Intelligence
- Research and Strategy

## **Preferred Skills and Attributes**

- Decision making
- Adaptability
- Appropriate coping mechanism
- Effective communication
- Organisational skills
- Interpersonal skills
- Tenacity
- Personal Drive
- Resilience

This role will include working at a college campus and therefore for safeguarding purposes an Enhanced DBS check will be required.

If this job spec appeals to you and you feel you can bring Bamboo something a little different, please send a CV and covering email to **futures@bamboo.tech**.