

Job Title:	Regional Business Development Manager
Status	Full-time
Reports To:	Regional Business Manager
Location:	3 Hardman Street, Spinningfields, Manchester, M3 3HF
Hours:	Full-time Start time: 09:00 am, End time: 05:30 pm Monday – Friday
Holidays:	25 days plus Public Holidays

Company Overview

Exponential-e was founded in 2002 and swiftly established a reputation for innovation and positive differentiation in the technology market. The business was amongst the very first to see the potential for Ethernet in the UK market and was the first in Europe to design and launch VPLS networks. Throughout the history of Exponential-e, a focus upon leveraging developments in technology to deliver profitable and innovative services to our clients and prospects has resulted in industry and peer recognition for our pioneering approach in the market.

With an expansive and established portfolio spanning Cloud, Data Centres, Virtualisation, Disaster Recovery, Business Continuity, Security, Unified Communications and Voice, Professional Services and of course Networking, Exponential-e is extremely well positioned within the market to deliver needs of clients. The depth and breadth of the portfolio and the commitment applied to provision of exceptional service quality has enabled the business to secure the trust of more than 2500 business clients. With industry leading levels of customer satisfaction the capability of the business is underwritten by client reference-ability and ensured our entry to the London Stock Exchange's Top 1000 Companies to Inspire Britain in 3 successive years

Indeed, the business has delivered a compounded annual growth rate exceeding 28% in the last 5 years. Last year alone, the business delivered 43% year on year growth in new business sales performance and the first quarter of 2016 was the 5th consecutive record sales quarter.

Due to continued growth, Exponential-e is currently seeking highly motivated and driven sales professionals with genuine desire to earn well in excess of six figures. The sales compensation plan, which offers uncapped earnings potential pays 50% commission upon order and 50% deferred for two months. Quarterly and annual incentives offer still further scope for significant earnings. Many top performers within our business are exceeding earnings of £150,000 per annum.

We look forward to discussing your career development aspirations and ambitions with you!

Mission Statement

*Achieve the status whereby **Exponential-e 3.0** is formally acknowledged among our peers, competitors and clients as the most advanced and innovative business technology enabler in **The World**. A 'world-class company . . .'*



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Overall purpose of the job:

The successful candidate will be responsible for securing new business/new logo wins within the corporate enterprise market to support our continued growth and heightened profile by selling our Business Internet, WAN and Managed Service products in a high pressure environment.

Key responsibilities for this job:

- Competently and knowledgably advise clients on solutions and services that best fulfil their requirements, undergoing full assessments and analysis of client needs
- Working with marketing to plan sales strategies and campaigns to increase market share, raising awareness of the Exponential-e brand and technology
- Negotiating pricing with clients to achieve sales in line with Exponential-e's pricing policies and client requirements
- Nurturing and developing relationships with key corporate accounts
- Accurate forecasting of anticipated sales, along with regular activity reporting
- Ensuring that sales and KPI targets are achieved
- Work on the full sales cycle, supported at all times by dedicated internal resources

Knowledge and experience required:

- Consistent business development track record with a proven ability to hit sales targets
- Experience selling multi-site MPLS solutions
- Sales experience from within the telecoms industry, ideally from working within an ISP, carrier or reseller environment
- Experienced new business selling into the corporate/enterprise marketplace
- Self-motivated and disciplined
- Articulate and polished with a professional approach to sales

