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Business Development Executive

with Octopus Computers

We are looking to recruit a sales executive with the appropriate skills, experience and attitude to further develop our growing customer base. We are a regional and national MSP offering a fluid blend of services and platforms to best suit our customers' needs. We're not tied to any specific manufacturer or platform and we offer a full range of services to include consultancy, web dev, hardware, software, hosting, training and much more. The office is based in Oakham, Rutland, although after training we would expect the candidate to be actively out meeting and engaging with our customers. For company information, please refer to our website www.Octopus-Computers.com

In the first instance please email the MD, Stephen Redding (smr@OctopusComputers.com) with your CV and letter of interest, explaining why you'd like to work with us and what key skills you would bring to the role.

Key responsibilities will include account management, client retention and lead generation.

Remuneration will include a competitive salary made up of basic plus commission, according to experience and performance, along with use of a company car, expenses and membership of the local country club and gym.

For a more detailed breakdown of the type of person we are after and the role, please see the bullet points below.

1. Skills

- a. Presenting appropriate solutions
- b. Articulate and numerate
- c. Full clean UK driving licence
- d. Likely over 25

2. Experience

- a. Previous sales or account management
- b. Previous exposure to senior levels, business owners, directors, buyers, secretaries/gatekeepers
- c. Technical knowledge

3. Attitude

- a. Sponge mentality
- b. Willing and eager
- c. Positive
- d. Like-minded
- e. Engaging
- f. Ability to work independently
- g. Self-driven and self-motivated
- h. Competitive

4. Results

- a. Demonstrative success
- b. Business growth
- c. Client acquisition
- d. Client relationship management

5. Cognitive skills

- a. Naturally inquisitive
- b. Good communicator
- c. Mentally agile
- d. Problem solver

6. Habits

- a. Disciplined
- b. Good time management
- c. Good listener

Weekly role:-

- Networking
- Telephone communication
- Managing current and potential projects
- Lead generation
- Qualifying and converting leads to clients
- Maintaining and developing client relationships
- Social posting and writing blogs/e-shots
- Building case studies
- Building testimonials
- Maintaining customer and business contacts.
- Face-to-face introductions
- Quoting projects
- Managing existing client contracts and retention
- Asking for referrals