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| Role Title  | **Business Development Executive**  |
| Function & Dept. | Sales |
| Career Growth Level | Collaborating & providing Technical Knowledge (E)  |
| CGP Descriptor  | Specialist team members with experience of specific fields, may have some involvement in amending and constructing processes to criteria. Technically or operationally knowledgeable in a defined field or, may have responsibility for key customer engagement activity |
| Team  | Diamond Commercial North |
| Reports to | Branch Manager – Diamond Commercial North |
| Role Purpose  | Working within a high-performance sales team focussed on a targeted Enterprise Client base. Focus on developing and closing new business opportunities with net new target customers aligned to the Diamond Commercial North Region. The role is to achieve an annual gross margin target of £450k for the first year. It is essential to have Enterprise Sales skills, and a proven track record of selling to, and growing Enterprise Accounts. Skills in stakeholder engagement are paramount with the role able to converse at CxO level and to engage this across both SCC and the customer organisation. Must develop and execute against a new business territory strategy, driving business across all SCC business unit portfolio products and services.  |
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| Key Responsibilities  |
| 1. Prospecting and qualifying new business target customers or new revenue lines within aligned new business customers. Articulate the customer challenge and create a joint plan with the Business Unit (BU)’s to propose suitable solutions for the client and drive a blend of Product and Services in line with the companies set vision.
2. Identify, create, develop and campaign sales opportunities based on customer and or market insights, fully qualified to align to the client’s strategy, objectives and challenges
3. Provide Campaign leadership: Lead and orchestrate virtual internal and external teams on all sales opportunities.
4. Maintain, expand and build engagement of vendors and partners within the account base, managing these engagements to drive sales growth and rate of margin.
5. Perform account relationship profiling, development and creation of an effective engagement plan in SalesHub. Undertake regular campaign and opportunity planning to maximise sales effectiveness in line with the plan. Take accountability of the activities performed by the virtual team to build close plans to retire the aligned target and meet the ratio of services and product.
6. To work effectively with SCC solution experts in defining the right proposition for a specific client requirement.
7. Build and manage a ‘rolling pipeline’ of new business opportunities, demonstrate robust qualification to ensure high deal closure percentages are delivered. Maintain an accurate and timely forecast in CRM platform “SalesHub”. Create, maintain and grow associated contacts, campaigns and customer data. Build out effective marketing plans to address the target customers, sectors, or regions to drive in year margin.
8. To effectively manage, grow and maintain customer relationships at all levels and appropriate departments within the customer/s and orchestrate senior SCC Executive engagement into your customers.
9. Identification of Opportunity and Risk to SCC – both operational, commercial and legal. Taking into consideration the financial imperatives within SCC in relation to all sales opportunities within the designated accounts. For example, using Payment Solutions to maximise the in-year margin contribution for SCC.
10. Develop knowledge of aligned industry vertical, utilising this knowledge to generate specific propositions and messaging to enhance customer traction and opportunity creation.
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| Person Specification  |
| 1. Demonstrable technology infrastructure and services sales experience and proven success driving enterprise contracts into FTSE100 organisations.
2. Commercial vertical experience preferable but not mandatory. Sectors to include retail, FS&I, Construction, Fast Moving Consumer Goods (FMCG).
3. Conversant to CxO level and able to orchestrate stakeholder engagement.
4. Extensive technology and services knowledge aligned to business outcomes and can articulate this well whilst communicating effectively with the client at all levels.
5. Proven experience of selling IT Consulting, Professional and Managed Services and/or Software and Hardware, in terms End user and Enterprise class solutions.
6. High level of business and commercial awareness with a proven record of successful negotiation at senior levels.
7. Proven track record of incremental new business wins, whist demonstrating continued and sustainable growth within previous client engagements.
8. Demonstrable experience of creating and executing territory sales strategy.
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| Key Competencies |  | Level  |
| 1. | Strategic Selling  | 1 |
| 2 | Influencing and negotiating  | 2 |
| 3. | Communication Skills | 2 |
| 4. | Relationship building  | 2 |
| 5. | Planning and organising | 2 |
| 6. | Stakeholder relationship management | 2 |

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| Management Competencies |  | Level |
| 1. | Leading, Developing and Managing People  |  |
| 2 | Problem Solving and Decision Making  |  |
| 3. | Influencing Others  |  |
| 4. | Embracing the need for change |  |
| 5. | Thinking & Acting Strategically  |  |
| 6. | Planning & Analysis |  |
| 7. | Performance Management |  |
| 8. | Employee Experience  |  |
| 9. | Resourcing |  |
| 10. | Competency Assessment  |  |

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| Value Behaviours  |  | Level |
| 1. | Responsibility  |  |
| 2. | Passion  |  |
| 3. | Customer First  |  |
| 4. | Agility  |  |
| 5. | Family  |  |

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| Version  | Date  | Description  | Approved by  | Date  |
| 1.0  | November 2023  | Original  | HR  | November 2023  |
| 2.0 | March 2024  | Formatting of cells  | HR  | March 2024  |