**Job Description**

Role: Business Development Executive – Scotland Commercial

Location: Livingston, Scotland

Employer: SCC

Reporting to: Lindsey Hunter

**Role Package**

Salary:£45,000 - £55,000 (negotiable)

Benefits: Generous commission plan, company pension and holidays.

**Minimum Requirements**

Qualifications Ideally degree educated. Full UK Driving License.

Industry Experience 10 years’ sales experience, which will include circa 5+ years experience working for an IT Services Provider. Must be able to demonstrate an in-depth understanding of driving a consultative sales approach into net new logo prospects. This is a pure new business role so the ability to profile, segment & target accounts, rapidly build relationships with the C-Level suite and lead opportunities from inception to closure is key.

Who You Are You are a proven winner who is relentless in the pursuit of success and high earnings.

You take pride in landing new logo accounts and make things happen when others can’t.

 You are inquisitive and love to understand your customers and their challenges.

You will have a considered and proven approach to profile and engage with target organisations and key stakeholders.

You have a broad & holistic understanding of IT including how it aligns to business objectives. You sell on value and are able to present this to multiple stakeholders including those outside of IT.

You have proven experience of selling IT Managed Services and/or Enterprise class solutions to the mid-market (500-5000 employees).

You are energetic, engaging and a natural relationship builder.

You have worked across various industry verticals and can align business outcomes with services-based solutions.

As a team player you embrace the development of strong internal and external relationships and are able to lead virtual teams to achieve defined objectives.

You are excited about the opportunity to work in a fast paced environment, change does not scare you, and you have a thirst for learning and development.

**Company Information**

Rigby Group plc, is a £3bn pa revenue private family group operating across 6 industry sectors: technology, aviation, airports, hotels, real estate and finance. The group is 100% owned by the Rigby family, has operated for over 45 years and is one of the largest private companies in the UK employing over 8,500 people.

SCC EMEA is a 100pc subsidiary of Rigby Group plc. It is a £2.2bn pa revenue technology business operating across the UK, France, Spain, Romania and Vietnam. It employs 7,000 people. It is the largest private technology company in Europe.

SCC UK plc is a leading full service technology solutions provider operating in the large and mid-corporate enterprise segments and public sector both central and local government as well as health, police, security and education.  SCC UK operates nationwide across a regional office network with a major hub in London and the head office and data centre campus in Birmingham. Other offices include Bracknell, Leeds, Manchester & Scotland.

**Role Information & Responsibilities**

**Overview**

The Business Development Executive (BDE) is a critical role in enabling SCC Scotland & NI to achieve its growth ambitions within the Scottish Commercial Sector. The successful candidate will be joining one of SCC’s most successful sales teams who have secured a number of SCC’s flagship customers and in turn achieved significant earnings. In this role you will be responsible for the identification, development and successful closure of opportunities within a designated sales region and customer account set.

The role has responsibility for but not limited to:

**Responsibilities**

* Performing structured customer profiling and building a plan to methodically reach out to key prospects containing multiple engagement strategies and have a timeline for execution
* Have existing or quickly develop value-based relationships with senior stakeholders within key customer targets.
* Form partnerships with peers in other areas of the business to create joint sales messaging
* Establish a strong network with key vendors to create teaming campaigns to accelerate customer campaigns
* Develop value-based relationships with senior stakeholders within key customer targets
* Present campaigns and opportunity analysis to management for review
* Provide commercial ownership across all stages of opportunities
* Provide leadership of virtual teams engaged on opportunities
* Sell in a consultative manner by truly understanding our prospects’ challenges & aligning appropriate solutions in order to deliver quick business value.
* Maintain and manage a robust sales pipeline with an appropriate sales maturity model and accurate monthly and quarterly forecasting
* Achieve and exceed your annual margin target.

**Personal Attitude**

* Commercially driven and customer focused.
* Tenacious with a unique ability to open doors with senior decision makers.
* Logical & creative approach to problem solving.
* Conscientious with excellent time management and priority determination skills.
* Prepared to challenge internally and with customers in order to effect change
* Passionate about thought leadership and solving customer challenges.
* Maintain a high standard of work and professionalism.
* Attention to detail and conscientious attitude to CRM maintenance
* Hungry to learn and ambitious career development
* Team spirited and supportive