

JOB TITLE	Business Development Manager	PRIMARY LOCATION	Scotland
DEPARTMENT	Sales	HOURS OF WORK	Monday - Friday 9am – 5.30pm
SALARY	Competitive Basic, Commission & Company Car	CONTRACT TYPE	Permanent
HIGHNET			
<p>We provide a wide range of innovative and progressive telecommunications solutions, products and services to business across the UK through our dedicated Channel Partners. We are an Internet Service Provider and built our own ISP network - Scotland's first business-only next generation IP network.</p> <p>We are accredited with both Investors in People and Investors in Young People and have a strong commitment to staff training and development. Our staff take great pride in ensuring that every client gets a best in class experience; this makes our customer retention one of the highest in the telecoms industry. Each team has specialist skills ensuring that we remain experts in our field and drive long-term business relationships.</p>			
JOB DESCRIPTION			
RESPONSIBILITY			
Reporting to the Head of Sales, you will be responsible for driving growth and new business through our Channel Partners by building and maintaining effective relationships to maximise opportunities.			
MAIN DUTIES*			
<ol style="list-style-type: none"> 1. Achieve new business, revenue, and margin targets 2. Identify and target opportunities with Channel Partners for new customer business, following through to completion 3. Build and maintain relationships with Channel Partners to deliver the business strategy 4. Negotiate contracts, commitments and set objectives with Channel Partners to maximise business 5. Explore all opportunities within Channel Partners covering all HighNet products and services 6. Understand the UK market conditions and competitive landscape 7. Maintain an updated record of all leads in HighNet's customer relationship management database (CRM) 			
ADDITIONAL DUTIES*			
<ol style="list-style-type: none"> 1. Effectively manage workload from home – Head Office support provided remotely 2. Meet customer requirements by being flexible with early starts/late finishes 			
All while being an active and positive member of the HighNet Sales Team, contributing to ideas, projects and the development of yourself and your colleagues			
<i>*This list is not exhaustive, and all personnel may be required to perform duties out with their normal responsibilities from time to time.</i>			
REQUIRED SKILLS	ESSENTIAL	DESIRABLE	
EDUCATION & TRAINING	<ul style="list-style-type: none"> • General education to 'A' level standard, including GCSE or equivalent in Maths and English • Experience with Microsoft Office packages 	<ul style="list-style-type: none"> • Degree level education 	
RELEVANT EXPERIENCE	<ul style="list-style-type: none"> • Sales experience with proven track record 		
SPECIAL SKILLS	<ul style="list-style-type: none"> • High standard of numeracy and literacy skills • Ability to develop and deliver detailed business plans 		

	<ul style="list-style-type: none"> • Analysis of financial statements – P&L, balance sheets and cashflow statements • Understanding of ROI 	
PERSONAL QUALITIES	<ul style="list-style-type: none"> • Self-motivated • Ability to thrive and adapt in a climate of rapid change 	
OTHER	<ul style="list-style-type: none"> • Full UK driving licence 	
<p><i>The successful candidate will have the passion and determination to deliver a best in class service to all customers. They will be a strong team player with innovative thinking but will be equally comfortable taking ownership of their tasks and working under their own initiative.</i></p>		

To apply for this position please email your CV to recruitment@highnet.com