

Aditinet UK Jobs:

Business Development Manager



At Aditinet we offer you the opportunity to be part of an exciting company culture and experience the fast growing world of IT and cyber-security. Our company works with the most important aspect of IT - people. Our business development manager role allow you to work closely with industry experts, channel partners and IT vendors. You will be directly responsible for growing opportunities within them and identifying new areas of business.

Role: **Business Development Manager** (duties to include):

- Understand and effectively utilise organisational resources
- Understand business requirements involved with technical account strategy
- Work effectively with Engineering, Product Development, and Technical Support organisations
- Consistently provide world-class customer service during pre-sales, implementation, and post-sales activities
- Maintain a high level of technical knowledge of relevant industry products
- Identify solutions for customer business objectives and new business opportunities
- Participate in the development and support of presentations for new customers, partners and prospects
- Clearly articulate technical elements of the value proposition to customers and partners
- Maintain knowledge of competitive landscape and share knowledge with team
- Foster a collaborative, team-based environment, sharing best practices and building lasting relationships
- Responsibility for Account Manager(s)
- Proactively provide consultative support
- Solve problems independently and creatively

To be our Business Development Manager you will need:

- ▶ Great attitude towards team-working
- ▶ Open mind and will to win
- ▶ Energy to contribute
- ▶ Previous experience in account management or business development role



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