



## **Managed Print Services – Business Development Executive**

### **About Us**

**As a Digital Transformation Partner, we accompany clients as they charter into the digital future and transformation. Our range of Managed Print Solutions includes consulting, implementation, services, and the operation of Managed Print Solutions.**

### **The Role**

This is a key strategic position within our business, we are looking for a dynamic individual to join our growing team as we develop our client portfolio. The successful candidate will be expected to lead.

Reporting to the Sales Manager you will establish and maintain strong working relationships with the client. This is carried out in conjunction with the existing team of technical pre-sales, project team delivery and new business development.

### **Relevant Knowledge and Experience**

Knowledge of principles and practices of sales. Experience of working within a sales team to develop business in accordance with company targets. Experience of managing a client and prospect database.

Experience in managing a sales pipeline at all stages of the sales process. Proven ability to meet targets. Experience in demonstrating solutions and concepts to potential and existing clients. Proven ability to evaluate and understand a potential client's needs and business processes.

### **Roles & Responsibilities**

#### **Key Responsibilities**

- Maintain and develop the highest standards of client relationships.
- Identify, evaluate, and drive key innovative and creative opportunities.
- Lead on project governance and methodology, providing direction to ensure contractual obligations are met.
- Achieve sales and strategic targets as agreed.
- Maintain brand and service strategy across the client base.

- Support delivery of operational improvements across service desk and delivery in conjunction with relevant personnel.
- Client Management and review meetings.

### **About you – Skills & Requirements**

You will be a self-starter, highly motivated and energetic to develop a market leading strategy. You will have the right blend of hands-on experience, an eye for detail and innovation, with an understanding of the markets in which we work. You will use this to excel in client delivery, helping to develop and build client offerings with go-to-market propositions. You will:

- 2+ years' demonstrable sales experience is preferable.
- Exceptional communication skills, both verbal and written.
- Target & financially driven; ability to work towards sales and KPI targets.
- Excellent commercial and business acumen.
- Ambitious, confident, and persuasive personality.
- High resilience, with the ability to handle objections.
- Be capable of analysing the current technology landscape in a business and see how that map and crossover to the overall strategy of a business.
- Be a team player
- Be a confident and impactful communicator, both written and verbal, be able to clearly explain solution design and concept to both technical and non-technical audiences, in a way that is accessible to everyone, especially senior stakeholders.
- Excellent client management with team communication
- Have a willingness to learn and develop new skills, you will work in a collaborative team environment, but you must possess the ability to quickly develop expertise in areas where you are less familiar or experienced. This role requires significant dexterity due to the ever-changing world of technology and our client's needs.

### **About your knowledge and skills**

You will:

- Have excellent written and oral communications skills both internally and externally. You have significant experience presenting to and developing written documents for executive and leadership levels within an organisation.
- Have excellent project management, collaboration, interpersonal and communication skills.
- Hold a clean driving licence

### **Key Measures/Targets:**

- This role is all about hitting those KPIs and targets, so get ready to roll up your sleeves and dive in.
- We've got a development scheme in place to help you grow and succeed.
- And of course, there's a performance bonus and commission up for grabs for all your hard work.

### **Other Information**

- Hours of work: 8:45am to 5:15pm Monday to Friday, with 1 hours paid lunch
- **Base Salary starts at £22,000.**
- Holidays start at 20 days plus statutory/bank holidays.
- Allowance for business travel
- Generous commission structure

Start date: ASAP

Apply now, send your CV to us at [contactus@kbsgroup.co.uk](mailto:contactus@kbsgroup.co.uk)

**Signed:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**Date:** \_\_\_\_\_