

# New Business Development Sales Executive



## Job Title

New Business Development Sales Executive

## Department

Sales

## Reporting To

James Braithwaite

wanstor

## Our Company

Wanstor are an IT Solutions company celebrating our 16th year in business. The organisation has grown year on year and currently maintains a team of over 140 staff. With IT Support Offices in Central London and Manchester, we're well placed to meet our customers' needs for a quick response.

We provide a range of hosted and deployed services for customers both small and large. Our solutions include hosted Email (Hosted Exchange), Hosted online back-up, Hosted Desktop, and Hosted Network Monitoring. Wanstor provide full support service which includes 24-hour helpdesk, network monitoring and on-site support.

Wanstor's clients provide a wide variety of fascinating opportunities for motivated technical staff. We employ service-oriented technical experts to work at delivering a variety of hosted and deployed solutions.

We are a growing company with dedicated teams managing networks, storage and co-location. Our customers are some of the biggest brand names in the UK, and our consultants are some of the most skilled networking experts in the country.

As a service-centric organisation, we see people as our best competitive advantage while we strive to provide an unsurpassed service for our customers. We expect a lot from and are extremely supportive of our people as we look to help realise each individual's potential in building a successful career with Wanstor.

## Culture & Benefits

We align ourselves to a core set of values & behaviours.

- + **Customer focused:** Putting customers at the heart of what you do, to consider their needs with every decision you make
- + **Proactive:** You anticipate and act on potential issues to ensure positive outcomes
- + **Growth mind set:** You learn from mistakes, embrace change, and seek to continuously improve
- + **Integrity:** Do what is right, not what is easy
- + **Teamwork:** You collaborate and communicate to achieve the best outcome for your team and customers

We strive to make Wanstor an enjoyable place to work in a number of ways.

- + Unlimited access to thousands of courses and videos on a wide-range of topics at home and in the office through a LinkedIn Learning subscription
- + Regular office social events and activities, including a weekly BBQ on our terrace in summer, Friday treats, and special Summer & Winter events
- + The opportunity to work within a high growth business while developing your career
- + Committing to reducing our carbon footprint through the Cycle to Work scheme with availability of bike lockers and staff showers
- + A Central London office location 6 minutes' walk from London Bridge or 20 minutes' walk from Waterloo

# The Opportunity

## Summary of Job Function

With continued growth and investment in Wanstor, a new and exciting opportunity has arisen for a New Business Manager. The successful candidate will be responsible for opening up IT services opportunities in mid-market customer accounts and developing account strategies to maximise revenue opportunities for Wanstor across six core sectors: Hospitality, Retail, Charity & Not-for-Profit, Finance, Education and Professional Services.

## Primary Responsibilities

- + Identify, establish and develop new business opportunities and relationships with prospective customers
- + Assist customers through a process of understanding their requirements, defining a solution, creating a compelling proposition and negotiating commercials in order to close deals
- + Support the qualification process in terms of bid or no bid decisions for complex ITTs, RFIs and RFPs which are released by targeted prospect customers
- + Prepare financial reports and forecasts based on your sales pipeline
- + Acquire business acumen through research and analysis of industry trends and developments
- + Support, guide and coach the Sales team to define, differentiate, develop, lead and close deals across all vertical sectors
- + Provide commercial governance throughout pre-sales and project delivery, ensuring optimal customer satisfaction and deal profitability

# About You

## Required attributes

- + Demonstrable experience in selling IT support services across propositions including Service Desk, WAN, Data Centres, Hosting and Networking
- + Credible specialist knowledge of the industry, well-articulated via effective communication with clients up to C-level
- + Excellent skills in presentation, writing, communication and negotiation
- + Excellent time management and planning skills under pressure
- + The ability to work effectively with Solutions experts in defining appropriate propositions for specific client needs
- + Proven experience working in a highly customer and business focused environment

## Desirable attributes

- + Extensive commercial and sales experience with a demonstrable track record of responding successfully to ITTs, RFI and RFP documents
- + The ability to build relationships with customers from junior level up to to C-Level
- + Experience developing and closing multiple deals from £250k to £2.5m in revenue and selling to clients in the mid-market and above (500+ users)
- + Both understanding and demonstrable experience of commercial and risk management in a Services and Solutions environment
- + Ability to manage complex sales campaigns and virtual teams in order to enable success

Do you believe you have what it takes  
to join the team at Wanstor?

Phone us on 0207 592 7860  
or email us at [jobs@wanstor.com](mailto:jobs@wanstor.com)