

New Business Sales Manager (Cyber Security / Service Management)

Are you an experienced sales professional with a track record of success in the Cyber Security or Service Management (ITSM) space?

Net Consulting (NCL) are looking for high achieving Sales Managers (x 2) to join our team in supporting the next phase of our growth. You will be a new business hunter, selling across multiple verticals, with the ability to translate our technology solutions & services into business value propositions.

NCL provide specialised consultancy and managed services to the private & public sectors, helping businesses perform optimally and securely.

Key Accountabilities

- Generate new business pipeline in mid-to-large size enterprises, aligned to NCL's strategy
- Meet and exceed revenue & margin targets on a quarterly basis
- Prepare accurate sales forecasts, build a funnel, document activities in Salesforce and perform other necessary tasks to drive revenue and communicate activities to the Sales & Marketing Director
- Develop and maintain long-term customer relationships; qualifying new business, in addition to driving retention, cross-sell, and up-sell opportunities through proactive Account Management

Responsibilities and Duties

- Identify and drive new business opportunities within either NCL's Cyber Security or Service Management pillar; managing pipeline generation to build new business sales
- Meet and exceed revenue & margin targets & goals on a quarterly basis
- Develop and maintain long-term customer relationships; qualifying new business in addition to driving retention, cross-sell, and up-sell opportunities through proactive account management
- Diagnose customer needs and recommend solutions that reflect a clear understanding of NCL's services & technologies and primary differentiators
- Manage opportunities and forecast sales activity within Salesforce, producing accurate weekly forecasting

- Keep up to date with the Cyber Security or Service Management market to maintain industry knowledge
- Collaborate and work effectively with the Pre-Sales, Technical, Professional Services and Commercial & Business Operations teams to achieve exceptional customer experience, as well as the Marketing team to maximise the effectiveness of sales & marketing campaigns
- Serve as a Trusted Advisor; identifying, penetrating and securing potential targets through a relationship-based approach
- Arrange monthly customer account meetings to ensure that a high quality of service is being consistently delivered.

Person Specification

- A minimum of 5 years' quota-carrying sales experience within the technology sector (ideally SaaS and/or IT Managed Services within either Cyber Security or IT Service Management)
- Strong business acumen, with the ability to develop C-level relationships to interpret and execute on opportunities
- Excellent digital literacy, including Salesforce, Microsoft Word, PowerPoint and Excel
- Desirable Knowledge/Skills:
 - Vendor Awareness: Cyber Security (Palo Alto) / Service Management (BMC)
 - Sales Methodology: MEDDIC / Solution Selling / Miller Heiman

Working Environment

- Location: NCL Offices (Cardiff/Corsham) and Remote
- Ability and willingness to travel when required (e.g., On-site Customer, Partner, Company Meeting & Events)

Company Benefits and Perks

- Competitive Salary & Sales Commission Plan
- Workplace Benefits: Contributory Pension Scheme, Private Medical Insurance, Life Assurance, Critical Illness Cover, Health & Wellbeing
- 25 Days' Annual Leave (in addition to Bank Holidays)
- Performance Bonus (Personal & Company)
- Excellent Career Progression Opportunities