

<b>Job Role:</b>	<b>Business Development Manager / Executive</b>
<b>Reporting To:</b>	<b>Head of Sales</b>
<b>Job Type:</b>	<b>Full Time</b>
<b>Start:</b>	<b>ASAP</b>
<b>Location:</b>	<b>London, W1</b>

### About TiG

We believe specialist UK firms deserve the same level of service they would give their own clients.

We know that clients want expertise, a service they can rely on and intimate support from a named individual who knows their business.

We have a desire to be the UK's most trusted Cloud Service Provider, with a reputation for excellence in customer service and are experts in our field. To achieve this, we have a relentless pursuit of excellence; take pride in our accomplishment; and have an appetite for more.

TiG Ltd, is an equal opportunities employer. We make recruitment decisions based on qualifications, skill set and experiences. We consider all suitable candidates for recruitment and development regardless of their age, sex, gender reassignment, race, religious beliefs or lack thereof, marital status, disability or sexual orientation or any other protected characteristic.

We aim to provide a working environment in which employees are able to realise their full potential and to contribute to its business success; we truly believe that diversity of thought makes us stronger.

We understand that each individual is unique and may have different personal circumstances; therefore we are happy to explore flexible working options to accommodate individuals' preferences: With us its personal: not only for our Client but for our People too.

### Main Responsibilities:

- Prospecting, identifying and engaging new clients for TiG.
- Managing the Sales / Client Engagement end to end process.
- Develop a sales pipeline and ensure that there are sufficient opportunities being generated to achieve revenue and profit targets.
- Drive the qualification process.
- Build and maintain profiles and account plans for key prospects.
- Work with Marketing on targeted communication programs, data analysis driven proposals, creating contact opportunities, both tactically at prospect level and at a broader campaign management level.
- Be accountable for quality of execution of key sales events, including client presentations.
- Structure workload to drive activity including internal stakeholder management to foster teamwork and co-operation with supporting functions, such as Pre-Sales and Finance.

- Preparation of quality sales materials (including RFPs) delivered throughout the sales lifecycle.
- Working with the TiG Leadership team for appropriate support and Client engagement.
- Seeking creative and innovative ways to engage Clients.

**Personal Specification:**

- You will have at least 3-5 years in sales and have a successful track record. We will consider your application if you are from outside of the tech business as long as you have a demonstrable skill set in relationship management and networking skills.
- Experience of working in a sales environment, preferably for an IT Services, Financial Services, Cloud Services or Software company. Solid Microsoft background as advantage.
- Educated to degree level
- Excellent interpersonal and diplomatic skills
- Excellent oral and written communication skills
- Able to produce high quality presentation material, and critique presentation technique and style
- High attention to detail and a strong commitment to detail and quality
- Able to work on multiple assignments and complete high-quality work against strict and competing deadlines as dictated by internal teams, prospects, consultants and clients
- Self-motivated and disciplined

**Key Attributes:**

- Client Focussed
- High attention to detail
- Sound time-management
- Proactive nature
- Can work individually or as part of a team.
- Great interpersonal skills
- Solid listener and relationship builder
- Drives results through accountability.