

# United Kingdom Jobs Expertini®

## Business Development Manager

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Company: Insight Enterprises, Inc.

Location: United Kingdom

Category: other-general

Insight Enterprises is a Fortune 500 Solutions Integrator helping organizations accelerate transformation by unlocking the power of people and technology. With a 35-year foundation in hardware and software supply chain augmenting our deep expertise in cloud, data, AI, cybersecurity, and intelligent edge, we guide organizations through complex digital decisions to achieve extraordinary results.

We are looking for a Business Development Manager to join our Sales Team.

As a Business Development Manager, you will play a critical role in driving business growth for Insight, including selling AWS. You will be responsible for identifying new business opportunities, developing strong client relationships, implementing Insight's marketing plan, protecting profitability, and fostering the growth of the Sales & Marketing team.

In this role, the Business Development Manager collaborates closely with the Vendor Alliance Manager to generate and manage a sustainable pipeline that aligns with Insight's current and future business strategy, including selling AWS. They analyse sales data and use this information to engage with clients, manage key accounts, and collaborate closely with key stakeholders and vendor organisations.

The Business Development Manager is an analytical thinker who can identify new business opportunities and develop effective strategies for pursuing them, including selling AWS.

They are skilled at building and maintaining strong relationships with clients and vendors, and can effectively communicate Insight's value proposition, including its AWS offerings, to potential customers.

The Business Development Manager is responsible for driving revenue growth and ensuring that Insight remains competitive in the marketplace, including in the AWS space.

You will be responsible:for

Support the Vendor Alliance Manager in managing strategic business relationships across vendor accounts and encourage the cross collaboration of key stakeholders in Sales and Marketing to ensure alignment with vendor growth objectives.

Support the Vendor Alliance Manager with the execution of the business plan against defined milestone and metrics; drive the landing by engaging with the local Sales and Marketing teams to secure readiness, go-to-market offerings, on time launch of the campaigns, and sales execution.

Support the monthly and quarterly performance assessment within Insight, and with the vendor, and lead the necessary cause corrections/actions.

Support achievement against revenue and profit-based targets, build and maintain accurate weekly reporting of the pipeline, forecast, and activities to deliver against future revenue and GP targets.

Support Sales to grow opportunities with a view to maximising revenue and margin potential.

Communicate new product developments to prospective clients and follow up on business opportunities.

Develop a growth strategy focused both on financial gain and customer satisfaction, in conjunction with the Vendor Alliance Manager.

Conduct research to identify new markets and customer needs, arrange business meetings with prospective clients, and promote products and or services addressing or predicting client objectives.

Provide trustworthy feedback, and after-sales support, and build long-term relationships with clients.

Prepare programmes of external communication, customer engagement, and brand promotion that will contribute to the achievement of Insight's objectives.

#### Experience and Skills:

Proven working experience as a Business Development Manager, Sales Executive, or a similar relevant role.

Fully conversant with Microsoft Office suite (Outlook, Excel, and Word).

In-depth knowledge of the vendors product strategy and product offerings.

Proven stakeholder management and engagement skills combined with good business acumen and experience.

Strong collaborator as well as an initiative-taking individual contributor.

Experience in building commercial relationships to help deliver improved service and innovation to the customer.

Ability to provide client facing presentations and delivery of client documentation to a high standard.

Ability to seek and develop new relationships to achieve strategic business objectives.

Experience in selling AWS.

AWS Cloud Practitioner or Architect Associate certification preferred.

#### **About Insight:**

We believe that by giving you the freedom to think big and empower you to reach your full potential, together we will achieve the best outcomes. Along with excellent benefits and a compelling reward package, we offer the opportunity to work in a supportive environment

with a high level of autonomy and creativity - there's a reason our average employee tenure is over 6 years.

We strive to display our three core values of Hunger, Heart and Harmony every day. They represent and drive who we are here at Insight and by doing so we are doing amazing things. Insight started in a garage in 1988 and it is through harnessing our three core values that two brothers, Eric and Tim Crown, steered Insight to the Fortune 500 company it is today. We are now a Global IT Services and Solutions business, passionate about helping customers and the real people who sit behind them.

### **Application Details:**

Insight is an equal opportunity employer, and we are committed to achieving diversity and equality within our organisation. We seek out people from diverse backgrounds and encourage you to apply.

We will endeavour to contact you within five business days, should we feel your profile is a good match for this role. If you do not hear from us within this timeframe, please presume that on this occasion, your application was not successful.

*A full job description will be provided upon application.*

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