

## Country Business Manager - London, UK

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Company: DIGITAL REALTY

Location: United Kingdom

Category: other-general

### Your role

As a Country Business Manager (CBM) you are a part of building and selling tailored Data Centre and Connectivity solutions to our customers with the support of technical and commercial experts. You connect with account managers, customers, and technical experts globally, as well as work closely with the local UK team. As a CBM you will work together with the account owner on a wide range of sales opportunities with all type of customers: from the small, less known enterprise to the large, well-known internet and cloud providers. Your responsibility is to manage and progress local execution of import sales opportunities in the UK; provide excellent local knowledge of the UK campuses and local market to both external and internal stakeholders and act as local sales for global demands.

### As a CBM, you:

Actively manage assigned sales opportunities from a local perspective by: acting as the local bid manager managing and arranging site tours advise on pricing and any local deviations working together with the account manager to maximise probability to win the deal generating quotes and proposals as well as provide relevant and updated local insight and information

Proactively acquire and maintain local market knowledge and local sales material: Be the local expert and proactively acquire knowledge of the local site, local market and local competitive landscape. See to that up-to-date local sales material and presentations are available for the account owner and other internal stakeholders. Are able to provide local commercial and operational insight as well as local customer and competitor intelligence

Collaborate with CBM colleagues and management to ensure best practices and process consistency

### **What you'll need**

> 5 years work experience

Bachelor or business school level of education in IT, Engineering or Business beneficial

Track record of delivering results in a Project Management role, CRM role or similar role from within the Data Center or any other relevant industry

Fluent in English language, both written and spoken

Further European languages beneficial

Good understanding of Microsoft Office applications

Experienced working with and navigating a CRM tool, Salesforce experience a plus

Proven ability to work well as part of an extended sales team and to prioritize correctly in a complex environment.

Pro-active attitude

Prestige-less

Ability to self-start, self-motivate, self-improve and work independently

Excellent interpersonal- and communication skills on different levels

Customer/business focus

Excellent relationship management skills

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