



SOLVING
IT TOGETHER

WE'RE HIRING

BUSINESS DEVELOPMENT MANAGER – END USER COMPUTE





DTP is a leading UK IT Infrastructure, Managed Service and Hybrid Cloud specialist based in Leeds, serving the public sector, particularly Universities, and some of the UK's most high profile businesses.

Founded in 1987, we're one of HP inc. and Hewlett Packard Enterprise top UK partners, and was HPE Gold Partner of the year in 2020. DTP has clients we have worked with for over 20 years, but in today's ever changing world driven by IT, we need to make sure we continue to evolve to meet the needs of our clients, and continue to stay relevant.

Our HQ is based in Leeds, but we serve clients across the UK and Europe. Having helped a lot of our clients move to hybrid working during the pandemic, we also made the strategic decision to become a hybrid work organisation and have converted our offices into hybrid workspaces.

DTP is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to age, colour, gender identity or expression, marital status, national origin, disability, protected veteran status, race, religion, pregnancy, sexual orientation, or any other characteristic protected by applicable laws and regulations.



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ROLE OVERVIEW

DTP has three separate Sales Divisions; one focused on Hewlett Packard Enterprise / Hybrid Cloud and two focused on HP inc. covering Managed Print Services and End User Compute, which is the Division where we are looking to recruit an experienced Public Sector focused Business Development Manager to join the team.

The End User Compute team are recruiting for what is a crucial role – focusing on identifying and developing new business within the Public Sector. This Business Development Manager should have a proven track record and be confident in their ability to generate net new business from new logo accounts. They will be tasked with generating and exploiting business opportunities leading to new revenue bookings.



PERFECT CANDIDATE

We're looking for someone with extensive sales experience and a track record gained within the Public Sector. Self-motivated, tenacious and enthusiastic, the right candidate will use their own initiative and be competent in developing and delivering sales campaigns.

Capable of writing persuasive proposals and tender documents with an ability to engage at all levels within a business including C-level executives, you will have strong presentation and negotiation skills and proven experience in winning significant hardware and services based End User Compute deals. You'll also be able to effectively manage and maintain long-term customer relationships.

THE GOOD STUFF

At DTP the growth of our people is an imperative, so we invest in training, coaching and mentoring to ensure our people can progress, learn and have opportunities to upskill and learn new technologies and solutions, and other work and life skills.

We provide 25 days holiday (pro-rata) per annum (plus bank holidays), a Company Pension Scheme, a great working environment when you are in the office, and an organisation that wants to learn, improve and drive a modern evolving culture, but with traditional values.

This is a home based field sales role, so the usual travel benefits and business related expenses apply.

THE DETAIL

Through an explicit knowledge of the sector, the successful candidate will be responsible for selling DTP's core capabilities in the supply, deployment, management, security and servicing of End User Devices. This will involve developing campaigns to identify and close new business opportunities, fostering multi-level relationships with key stakeholders and gaining an acute understanding of customer pain points – and most importantly, being able to address them with DTP's product portfolio.

The Business Development Manager (BDM) will work collaboratively with DTP's technical and services teams and provide leadership of the teams engaged in opportunities. Key to the role will be engagement with HP's management and sales teams to drive growth and an understanding competitors' product portfolio is advantageous. The BDM will manage the entire deal lifecycle from inception to delivery including response to tenders, and will deliver commercial ownership across all stages of opportunities.

THE IDEAL CANDIDATE WILL HAVE:

- Appropriate Public Sector sales experience (minimum 18 months) covering the full cycle sales. Influential at every stage, especially the closing/execution aspect
- Strong in-person, phone, and written customer communication skills
- Ability to make formal and informal presentations to staff and clients
- Demonstrated success in achieving sales goals
- Must be a creative solutions thinker who can drive sales success
- Must be detail oriented and flexible
- Experience with CRM is a plus

YOUR DAY-TO-DAY:

- Research, identify, and generate new opportunities on a weekly basis via the phone and web
- Methodically qualify, build, and manage an accurate sales funnel and pipeline
- Strategically, build and navigate your book to close new business accounts
- Sell our solutions with a consultative approach in a high energy environment
- Maintain a high volume of activity including outbound calls, emails, & social selling
- Skillfully deliver web based and in person presentations using sales best practices
- Comfortably sell to VP & C-Suite executives, navigating through multiple decision makers in large complex orgs
- Consistently exceed your quarterly and annual sales quota and be well-compensated for doing so
- Thrive on change while remaining highly organised, optimistic, and coachable
- Drive to individually compete (and win!) while still being a team player
- Earn additional prizes, perks and promotions by working hard and having fun!

DTP post CV19 is back into growth again, and we're scaling our team to help enable and accelerate our growth. We are looking for people who share our values, challenge ordinary thinking, and push the pace of innovation while building a future for themselves and DTP.

How do you want to make your impact? We want people with a voice, opinions, initiatives and passion for what they do.



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TO EXPRESS YOUR INTEREST IN
THE ROLE PLEASE EMAIL
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WE ARE LOOKING FORWARD
TO HEARING FROM YOU

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