

New Business Infrastructure Consultant

About Minster

Established in 1979, Minster Micro Computers Ltd has been providing total IT solutions to the business community for over forty years. Customers range from small companies to corporate bodies with large multi-user networks and offices from London to Dublin. Many of our customers have been with us for over twenty years, and similarly we have staff who have been with us as long. We are proud that our service and product portfolio is both reliable and best of breed, as we only deal with leading IT providers such as Microsoft, HP, Watchguard and Datto, along with Pegasus, Infor and Microsoft for our ERP offering. We have strong long-term relationships with our customers which helps us understand their business fully, and this ensures we are able to help them with their future growth plans by being flexible and innovative.

Overview:

Due to continued growth, we are looking to recruit an experienced and energetic New Business IT Infrastructure Consultant to join our sales team. You will be experienced in generating new business opportunities and comfortable working both in the field as well as in the office.

This is your opportunity to join an established and well-respected IT business in Kidderminster, in the heart of Worcestershire and the Midlands. Here at Minster, we are passionate about our business and want like-minded people to join us as we continue to grow.

Reporting to our Head of Sales, enclosed is an outline of role responsibilities, required skillset and experience, and our package.

You will be a resilient individual that is able to work within a team environment but also on your own to achieve personal and company sales targets. A confident sales person, you will have at least 3 years' experience selling IT support services including, but not limited to, server solutions, virtualisation both on-premise and cloud based (hosted, Azure/AWS), Microsoft Windows Server/SQL Server, MS 365/Sharepoint, Back up and disaster recovery solutions, IT security/cyber security and managed services. The majority of initial contact will be made by phone or through networking events, so you will be expected to demonstrate your ability to communicate effectively with Senior Executives in all manner of industry sectors. You will possess excellent time management and organisational skills, to be able to plan and work to tight deadlines. Due to the nature of Minster's business, you will be required to build trusting relationships and work in a consultative manner while also being mindful of your set targets. You will work to maximise new business development opportunities from initial lead generation to closure.

Responsibilities:

- Lead Generation.
- Managing a prospect through the full sales lifecycle, from appointment making to face-to-face meetings, presentations, preparing quotations/proposals and closing the deal.
- Growth on your customer wins.
- Gain the respect and trust of all levels from operations to board room executives.
- Planning, preparing and delivering presentations for customers and senior management.
- Forming and building strong customer relationships.
- Work with other areas of the business to ensure consistent delivery.
- Write and produce proposals and quotes.
- Sales pipeline management.
- Very efficient diary management.
- Most of our customers are within a 50-mile radius of Kidderminster



We are keen to speak with people who have the following skills and experience:

- Minimum 3 years' experience in Infrastructure Business Development/New Business sourcing (IT industry experience is necessary).
- Full UK Driving Licence, with access to own vehicle.
- Driven to achieve commercial and professional targets.
- Ability to develop leads and win sustainable business.
- Proven ability to win deals.
- Professional, sophisticated and consultative sales approach.
- Lateral thinking.
- Honesty and professionalism.
- Outstanding communication skills with an excellent telephone manner.
- Ability to use your own initiative.
- Outstanding negotiation and influencing skills.
- Ability to work well under pressure.
- Self-starter and ability to close sales.
- Very confident with computers and have working knowledge of Microsoft packages.
- Excellent organisational time management skills, and able to plan own day effectively.
- Proven experience of working with a CRM system and to a sales process.
- Must be a lively, target driven and self-motivated.
- Confident in presenting and demonstrating to people on all levels.

Package:

- Working in a successful family-run business built on our Values;
- **Respect, Integrity and Trust, Commitment, Working Together and Verve**
- Being part of a growing and vibrant, fast-paced team of like-minded people who want to deliver the best possible customer experience and service.
- Great opportunities for the personal development of your soft-skills as well as attending vendor-supplied and employer provided training and qualifications.
- 37½ hours per week (see below)
- 22 days holiday, plus bank/public holidays (and 3 accrued Service Days).
- Private Healthcare Scheme
- Pension

Working Hours:

Monday: 9:00am – 5.30pm
Tuesday: 9:00am – 5.30pm
Wednesday: 8.30am – 5.30pm
Thursday: 9:00am – 5.30pm
Friday: 9:00am – 5:00pm

Please note from time-to-time, you will need to be flexible for Customer meetings.

Please register your interest by emailing your CV to our HR team hr@minstermicro.co.uk who will contact you with the full details of this role including the Package and Salary bandwidths.

