



Business Development Manager at Fast Lane

Fast Lane Consulting and Education are a leading provider of IT Training working from a newly refurbished office near Maidenhead. We have a work hard, play hard culture where success is recognised and rewarded. We are recruiting for an experienced Business Development Manager to be an influential member of the senior sales team and form a crucial part of our success this year. This is a full time, challenging role that offers great progression potential in a fast-growing and dynamic business.

Ideally you will have at least 2 years over achieving in a business development role with a training or IT solutions business.

This is a new business role with a responsibility to engage with our key vendors at multiple levels.

Key Responsibilities;

- Consistently achieve revenue targets through proactive new business wins and key account management
- Build effective relationships at all levels with our key vendors to sell training and consultancy services into their major customers.
- Qualify customer training requirements and build effective solutions that maximise their investment in technology
- Identify opportunities to up sell and cross sell other Fast Lane courses and services
- Build an accurate pipeline and forecast that relates to revenue targets.
- Consistently meet and exceed Key Performance Indicators of calls, customer and vendor meetings.
- Uncover opportunities with UK Enterprise companies to sell our portfolio to their EMEA locations.
- Ability to win short term tactical deals but also able to account manage for follow up sales
- Assist with the creation of marketing Campaigns to customers.
- Form great working relationships with key internal stakeholders who will be crucial to your success.
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Skills and Experience;

- 2 years of B2B solutions selling into large enterprise customers.
- Excellent verbal communication skills over the telephone and an ability to run effective face to face meetings.
- An ability to engage with key stakeholders at all levels.
- Experience of building and delivering engaging presentations.
- Excellent written communication skills and experience in providing quotes and RFP's that match the customer's needs.
- Experience in building and managing a pipeline of forecasted sales
- Ability to work under pressure and to deadlines.
- At least 2 years proven experience achieving a revenue based target.
- Self-Motivated with a desire to win new business
- An understanding that success is achieved through effort and determination.
- Team Player – we succeed by working in a driven yet supportive environment
- Commitment to get the job done.
- Well-presented with a professional attitude.

What you can expect from Fast Lane;

- Competitive Salary with generous bonus structure.
- Full training to address any knowledge Gaps
- Breakfast Club
- Car Allowance
- Company Laptop, iPhone, iPad and access to technologies to enable home working (following successful probation)
- Supportive sales environment.
- Empowerment to manage your customers and time as befits your status in the senior sales team.
- Great Working environment.
- Company nights out.
- Career Progression.

We want to make offers to the right individuals as soon as possible so if you feel this is the role for you please don't hesitate to send your CV to joanne.quarterman@flane.co.uk Due to the high volume of responses we will only be contacting successful applicants.