



Business Development Specialist - Connect

About Millgate:

In the 26 years since launching, we've developed a reputation as a trusted adviser to our clients, able to understand their requirements and provide the very best solutions to meet and exceed their individual needs.

We currently supply IT and communication solutions across public and private sectors, including retail, distribution, healthcare, education, transport and many more.

To put it simply, we operate on the fundamental principle that any product, service or solution we implement into your business works.

At Millgate we appreciate that our staff are our most important asset. We know how hard they work for the organisation and its customers, and we offer generous rewards and recognition for our employees' achievements, commitment, and loyalty. Our annual appraisal and performance management framework provides a tailored learning and development plan for each employee, and we have a bespoke reward and recognition programme in operation across the business.

We take our corporate social responsibilities and our position in the community extremely seriously. We have an extensive CSR programme, which all our employees embrace and participate in. This includes sponsorship, educational programmes, local partnerships, volunteering and charity fundraising.

The opportunity:

An exciting opportunity has arisen within the Connect Sales Team for a Business Development Specialist who is comfortable building strong client relationships while gaining an in-depth understanding of clients' business challenges and communications environment. They will translate this into potential opportunities for providing solutions and services that deliver value to the client's organisation.

Overall purpose of the job:

- New business sales role focussed on business growth of UC solutions into new logos
- Develop a network of contacts to attract new clients
- Research new market opportunities alongside a clear understanding of the competition
- Deliver consistent and exceptional level of sales professionalism whilst exceeding performance against measurable key performance indicators
- Act as a UC evangelist within the sales floor

Responsibilities include but not limited to:

- Achieve and exceed against GP targets whilst conducting sound business for Millgate Ltd
- Deliver against key performance indicators and objectives
- Build and maintain a solid and robustly qualified pipeline of sales opportunities
- Meet with prospective clients face to face to build relationships and uncover opportunities to sell the full Millgate Connect products and services (SIP trunking, voice, hosted PBX, connectivity, data services, UC, mobile and IOT)
- Develop a sound knowledge of the products and services offered by Millgate and be able to present these competently and professionally to a client, as well as provide a flawless company overview
- Build and maintain a UC opportunity matrix for existing accounts and drive specific campaigns to target them
- Maintain accurate, up-to-date records in the CRM, including contacts, opportunities, and meeting notes
- Generate professional proposals (including commercial propositions and analysis of current set-up and billing) to deliver in person or via videoconference as appropriate
- Forecast monthly and quarterly sales achievement with accuracy +/- 10%
- Follow the correct commercial procedures for the building and approval of quotes

Skills and qualifications:

- Minimum 2 years' telecoms B2B sales experience within the UCC/voice/PBX/data services
- Proven track record of previous over achievement in a similar role
- Strong sales skills (prospecting, qualifying, opportunity management)
- Ability to conduct and maintain accurate business plans
- Must be comfortable self-generating leads and opportunities
- Strong problem-solving abilities, able to facilitate discussions and outcomes
- Excellent communicator with strong presentation, numeracy and written skills
- Netsuite CRM advantageous but not essential
- A full driving licence

Personal Attributes and Millgate's Core Values:

You must demonstrate or aspire to uphold our core values:

- Be Humble
- Be Hungry
- Be Smart
- Be Agile
- Be Curious
- Exceptional personal and professional Integrity

You must maintain strict confidentiality in performing your duties. You are fully responsible and must also demonstrate the following personal attributes:

- Be honest and trustworthy
- Be respectful
- Possess cultural awareness and sensitivity
- Be flexible
- Demonstrate sound work ethics

The Package:

Millgate offers an excellent package of benefits, from our competitive salaries through to current care and future financial stability for you and your family with our healthcare and pension schemes.

- Negotiable basic, dependent upon experience
- Uncapped commission
- Car allowance
- Contributing pension scheme
- Private healthcare
- 22 days holiday (30 including bank holidays), with leave increasing each year of service
- Tailored training and development plans
- Real opportunities for progression