



Specialists in IT Security Management

Job Description

Role: New Business Development Manager

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Reporting to:	New Business Development Director
Number of direct reports:	n/a
Job type:	Permanent role
Location:	The Company's HQ offices in London, with travel to partner and client sites, events etc

What you'll do:

Reliance acsn has an ambitious but achievable growth plan for the next four years and in order to help deliver the plan we now require an experienced new business development professional to bolster our existing new client acquisition capability.

Working closely with the New Business Development Director you will build a target list of desired clients and then build plans which you will execute in order to break into these organisations and develop revenue generating opportunities. To support you with these activities you will be able to call on the CEO, Vice Chairman and other members of the Leadership Team as and when required.

You will have a proven track record of developing and winning significant new clients and contracts within the cyber security market and be passionate and energetic about bringing that experience to benefit Reliance acsn.

How you'll do it:

- You will have a proven and logical methodology that you apply to new business sales.
- You will find, develop and own new organisations from suspect through to signed up client, calling on the relevant internal support as and when you need it.
- You will have access to a number of new business generation tools that are currently in place as well as the marketing support as you require it.
- You will use our Salesforce instance to capture all activity but also mine the vast amount of data that exists within it, a lot of which has been recently refreshed.
- You will focus on driving recurring revenue opportunities through our managed service offerings but tactically utilise our consultancy team to demonstrate capability.
- Work with our large number of technology partners where appropriate to secure leads and

add value to client engagements.

- Quickly developed trusted relationships within target organisations and use these to hunt out leads and develop these into opportunities which Reliance acsn are well placed to deliver.
- Use your experience of working within the Cyber Security market to your advantage with existing contacts to help you navigate.

Key Performance Indicators:

- Orders in / Annual TCV
- Key sales activity
- Pipeline velocity

Personality profile:

- Highly professional and respected for integrity.
- Open, honest and a team player.
- Loves to win, but wants to do it in the right way.
- High work rate, lots of energy and enthusiasm.
- Likes the challenge and change within a smaller, fast growing business.

Skills and experience:

- Demonstrable track record of new business success within the cyber security market
- Proven experience in selling both managed services and consulting.
- Ability to lead and navigate through large complex deal cycles.
- Ability to work with all levels, both internally and externally to get the best out of people.
- Orchestrates peer to peer relationships and understands the value these can bring.
- Ability to focus on the things that will make a material difference to their / Reliance acsn's performance and not be distracted.
- Proven experience in presenting high quality, professional proposals, client facing documentation and presentations to senior audiences.
- Strong commercial acumen with the ability to understand client challenges and build acceptable propositions to help solve those.