



Business Development and Account Manager

ICS Solutions are looking for a new Business Development/Account Manager to join their growing sales team.

Role Summary:

Selling: Microsoft SharePoint, Windows Azure, Microsoft Online Services (BPOS) and Microsoft .Net Solutions/Projects
Selling to: SME's & Corporate Clients, sector TBA
Territory: South East UK (Primarily M3/M4 corridor and inside the M25)
Location: South East
Package: Basic to £60K (DOE), OTE £100K, £6K Car Allowance, Mobile, Laptop

Role Information:

- 70% New Business role / 30% Account Management/Development
- You will be selling Implementation, Integration, Customisation and Bespoke Development around Microsoft SharePoint, Microsoft Cloud Services (Microsoft Online Services (BPOS), Windows Azure), BizTalk, Platform, and .Net Development
- You will sell primarily to the Mid-market and Enterprise space, horizontally, and deals will be solely services based
- Order values range from £50k - £500k
- Sales cycles are 3-6 months
- Selling to CIO/CTO's, CFO's, CEO's
- Target £595K GP per annum
- You will be supported by telesales, but responsible for your own lead and appointment generation
- Extensive sales lead assistance is provided based ICS's industry leading seminar and marketing programmes

Required skills:

- Proven success in solution selling with Microsoft SharePoint/.Net/BizTalk/Microsoft Cloud Services
- PTR of selling an IT Solutions around business value for 5+ years
- The ideal candidate will have a working knowledge of the software development process
- The ideal candidate will have a working knowledge of Microsoft UK and preferably established relationships
- The ideal candidate will have worked for a direct competitor

Company Information:

- Established in 1994 as a dedicated 'pure-play' Microsoft Partner
- Leading Microsoft accredited Gold Partner
- One of only 17 UK Microsoft "preference initiative" partners
- One of only 15 Microsoft MCS "Smart Partners"
- One of around 25 Microsoft BPOS "Accelerate" partners
- One of around 10 Azure "Goto" Partners
- One of 25 SharePoint Internet "Accelerate" partners
- USP: niche focus on SharePoint Adoption, Cloud Computing and Integration
- Sundays Times tech track Top 100 - 2007 and 2008

To apply for this role please send your CV to info@ics.net or call (01256) 403800



Information Worker Solutions
Custom Development Solutions
SOA and Business Process

