

Business Executive

PMD Data Solutions – What do we do?

We are an independent reseller of cyber security and data retention technologies to public & private sector clients across the UK & Ireland, first established in 1977. We introduce and supply technologies to support customers' IT needs.

We supply almost entirely business-to-business (B2B) customers. Retail customers (B2C) come through our e-commerce site.

We work with several well-known IT hardware and software companies such as HPE (Hewlett Packard Enterprise), IBM, Microsoft, Barracuda, AWS and more.

Job Description

PMD is seeking a Business Executive to help us with our sales mission and to manage & expand existing customer needs. Software as a Service (SaaS) represents a fast growing and exciting space; you will have the opportunity to help drive the growth for PMD and shape our customers IT environment with emerging technologies.

Your responsibilities will include lead generation, driving revenue, adoption, and market penetration for our chosen vendor partners.

You will work in a small but experienced team where you will be valued. A motivated self-starter with an analytical mind, you will assess customer IT requirements and introduce suitable solutions including some of the latest IT innovations and technologies.

You will work across a diverse set of customers, opportunities and markets as part of a team which is focused on increasing sales and maximising customer satisfaction.

You must have:

- Sales and business development experience.
- Experience of building rapport and developing relationships with customers and vendor partners.
- Experience and success in negotiating sometimes complex deals with customers and partners.
- Strong verbal and written communications skills; fluent English is essential.
- Good IT skills, Microsoft office applications minimum.
- Demonstrated ability to work effectively across different levels of management, both internally and externally.
- Strong organisational skills and ability to lead business discussions.

You may have:

- An education in Business related subjects at National Certification or degree level.
- Experience selling software or Cloud Computing (Saas, IaaS, PaaS) or Information & Technology Services.
- Experience using Sage accounting packages.

PMD is committed to a diverse and inclusive workplace. PMD is an equal opportunity employer and does not discriminate because of race, national origin, gender, gender identity, sexual orientation, protected veteran status, disability, age, or other legally protected status.

Company – PMD Data Solutions Ltd

Industry

- Computer Software
- Information Technology & Services

Employment Type

Full-time

Job Functions

- Business Development
- Sales
- Marketing