

## **Business Development Manager - Nokia - South Cerney**

### **Summary/ Main purpose**

- Responsible for driving sales, through Partner recruitment, enablement, management of customer relationships, customer acquisition for Nokia within Nuvias and net new for Nuvias. The delivery of vendor specific support to the Account Management Teams
- Adhering to company policy and working to the company ISO Quality Management system (9001 certification) and company security management system (27001 certification) and BSI standards at all times.

### **Duties & Responsibilities**

- To manage, with the assistance of the Group Business Manager, the relationship with the vendor at all levels and conduct business reviews when required.
- Support the onboarding of partners with a clear process to drive rapid growth
- Ensure market size for vendor and Nuvias Vs. share of wallet is understood per technology segment, with growth plans documented and reviewed
- Create and carry out Partner Business reviews on a monthly, quarterly basis, and ensure notes, and documentation are maintained.
- Assist sales team with quotes and technical pre-sales questions on an ongoing basis.
- Manage product solution opportunities with pre-sales specialists, meeting deadlines, making relevant recommendations of additional software and services.
- Liaise with client pre-sales resource, register deals with Nokia and work with pre-sales to ensure accuracy of configurations and solutions offered- ensuring communication with partner
- Manage communication in sales process and implementation of product solutions.
- Building relationships with existing resellers in order to increase revenue and margin streams.
- Grow revenues and margins for Nuvias through new reseller acquisition.
- Accurate forecasting of revenue and gross profit streams using Nuvias CRM system.
- Cross selling whole company product range where possible.

- Building and maintaining 'sales tools' and pricing details using Nuvias CRM system.
- Working with Nokia, Resellers and Nuvias Sales and Marketing teams in order to deliver effective marketing and demand generation campaigns.
- Responsible for loan, demo and part code management.
- Manage backorder
- Support project lead business from stock management, reporting and cross vendor engagement
- Adhering to company policy and working to the Company Quality Management system at all times

Closing Date: 24<sup>th</sup> March 2023