

Technical BDM UKI

Summary/ Main purpose

Responsible for managing key partner relationships and providing sales/pre-sales enablement for the technologies within the business unit, whilst adhering to the company's ISO 9001 & 27001 standards at all times.

Duties & Responsibilities

- Support in recruitment and enablement of new partners to help achieve overall revenue growth aspirations.
- To work with existing partners to develop, nurture and generate new revenue and margin streams.
- Working with aligned Vendors and Nuvias Sales and Marketing teams in order to deliver effective demand generation campaigns.
- A high technical understanding of aligned vendors solutions must be obtained/maintained.
- A good understanding of competing vendor solutions
- To maintain a relationship with vendor peers at all levels and conduct business reviews when required.
- Presenting to audiences at both a Sales and Technical level
- Assist Nuvias sales teams with technical pre-sales questions on an ongoing basis.
- Assisting Nuvias & Vendor account managers with accurate forecasting.
- Cross selling or opportunity identification across whole company product range where possible.
- Adhering to company policy and working to the Company Quality Management system at all times

Closing Date: 24th March 2023