



Business Development Manager – Microsoft SharePoint

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

ICS Solutions are one of the UK's top SharePoint Partners, with 300+ projects and 6,000+ clients educated through ICS Solutions seminars. ICS Solutions 'Dip into SharePoint 2010' portal was the world's first SharePoint 2010 web site and over 1,600 people have signed up to evaluate SharePoint 2010. ICS Solutions SharePoint clients include The Bank of England and the RNLI.

This role is ideal for someone with experience of selling Microsoft SharePoint, looking to specialise in SharePoint with one of the UK's leading SharePoint Partners. As a tier 1 Microsoft managed partner the role will involve working closely with Microsoft UK to jointly engage in customer opportunities.

Role Summary:

Selling: Microsoft SharePoint, BPOS SharePoint online, Consulting and ICS DreamTeam services
Selling to: SME's & Corporate Clients, sector TBA
Territory: South East UK (Primarily M3/M4 corridor and inside the M25)
Location: South East
Package: Competitive basic salary, Car Allowance, Mobile, Laptop
Target: £595K GP per annum

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
- 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
- You will be supported by telesales, but responsible for your own lead and appointment generation
- Extensive sales lead assistance is provided from ICS Solutions industry leading seminar and marketing programmes

Required skills:

- Proven success in solution selling with Microsoft SharePoint
- 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 Microsoft UK or a direct competitor

Company Information:

- Established in 1994 as a dedicated 'pure-play' Microsoft Partner
- Leading Microsoft accredited Gold Partner
- 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 careers@ics.net or call (01256) 403800