



# Business Development Executive

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Acronyms is one of the region's fastest-growing IT companies and now we're on the lookout for a talented salesperson to join our new office in Bristol.

Working as a Business Development Executive, it'll be your responsibility to create opportunities and win new business. Selling in a consultative manner you will help solve businesses IT issues by providing them with the correct solution.

Specific IT knowledge will be taught but you must have a passion for technology and have worked in the industry before, an ambition to help our client's businesses succeed and sound knowledge of Bristol and the surrounding area

## The Role

Whilst you will be presented with qualified leads on occasion, you will be expected to grow your own accounts. This may be from your own existing contacts or leads you source yourself.

You will be selling a range of IT and telephony products and services. On-going product knowledge, training and support will be given by the Business Development Manager and career progression is both available and encouraged.

The role is a mix of office and fieldwork. You are expected to attend frequent client meetings as well as networking events across the Bristol, Bath, South Wales regions. At times you must be willing to work outside of office hours to reach potential clients.

## The Person

Having the right attitude and approach to business is crucial at Acronyms. We believe strongly in our core values and expect every member of the team to embody them.

You will be expected to provide an authentic, approachable service and deliver an exceptional experience that goes beyond expectations. Your aim should be to create long-lasting relationships with clients and make a positive difference to their business.

You must have;

- Four years of sales experience and a history of meeting sales targets
- A driving licence and willingness to travel
- Experience of working within technology

It would be beneficial if you have;

- A University education
- Experience of working for an SME
- Experience of working in, or with, the finance, legal or manufacturing industries

## Salary & Benefits

- £20,000 - £24,000 DOE + Uncapped Commission
- 25 Days Holiday + Bank Holidays
- Pension & life insurance
- Company laptop and mobile phone (if necessary)
- Free onsite parking
- Regular social events

**To apply, please send a copy of your CV to [careers@acronyms-it.co.uk](mailto:careers@acronyms-it.co.uk)**