



# We Are Hiring!

December 2022  
Issue #18

Business Development Manager required for one of the UK's fastest growing and exciting MSPs



## Salary

£70,000 OTE  
(Base £30,000-  
£40,000 +  
commission)

## Hours / Job Type

Full time /  
Permanent.  
40 hours per week  
(Mon to Fri)

## Role Reference

ELO-BDE1

## Reporting to

Managing  
Director

## Contact Us

[careers@eloquent-  
technologies.com](mailto:careers@eloquent-technologies.com)

0333 2000 991

## Do you have what it takes to be our next 'Business Development Ninja'?

Due to our continued growth, Eloquent is expanding its new business sales team and are currently looking for exceptional individuals who have a passion for sales, technology, life and progressing their career. This position is fully remote, however, travel across the UK will be expected, as and where required. If you are successful in this role and the team hit their targets, you will be highly rewarded.

Eloquent look after its people, we care about them, nourish, and evolve them. In this constantly changing world we work together as a team, a product of greater value than the sum of its individual components. In turn our people look after our customers, becoming trusted partners to help them overcome challenges and achieve their goals. Intelligent and thoughtful development of relationships is critical to everyone's success.

## So, what will be required of you, you ask?

As a Business Development Manager, you will have a strong background in IT sales and have years of experience in the MSP world, preferably with a UK Law background and some technical IT experience.

You should be able to build instant rapport, confidently close sales, recognise opportunities, and meet set targets by being competitive and a good listener.

You and your team will be responsible for targeting appropriate clients and fostering business relationships, as well as assisting in launching new products and services, keeping clients informed and engaged, and producing effective sales proposals.

- **Develop**, review, and implement new business strategies, financial reports, and forecasts.
- **Identify** new business relationships with potential clients.
- **Inspire** sales and marketing departments.
- **Acquire** more business acumen through research, and analysis of industry trends and developments.
- **Lead** in preparation and presentation of new business proposals.



This is a fantastic opportunity to join a secure and rapidly growing organisation as a Business Development Manager. Eloquent offers a very strong benefits package, but if you think there is something missing from the list, let us know and we will try to add it for you.

- Company Pension Scheme
- Employee Referral Scheme
- Fully Flexible Working
- Private Healthcare
- Death In Service
- Tech & Electric Car Purchase Scheme
- 1 additional days' holiday per year of service, up to 30 days
- 25 days holiday plus Bank Holidays, and 1 additional days' holiday for your birthday
- NHS Top Up Benefit
- Competitive Salaries and Expenses covered
- Modern and vibrant Head Office

## What do I need to know if I am going to be a Business Development Ninja at Eloquent Technologies?

As a Business Development Manager, ideally you will need to be experienced in selling the following products and services:

- Private Cloud Solutions delivered using VMWare
- Disaster Recover - Veeam & Zerto
- Security Services - SIEM / vulnerability assessments
- Cloud backup using Veeam Immutability
- Networks MPLS / SD-WAN etc
- Public Cloud-Azure & M365
- Hosted Desktop Solutions - Citrix / Azure Virtual Desktop / Windows 365

## Who are Eloquent Technologies?

We are a mid-sized and rapidly growing MSP. We are based in the southwest of England; however, we truly are a national organisation with Engineers across the country. Specialising as an MSP, we run a suite of Cloud Services within our own 'Eloquent Private Cloud' but also utilise other providers such as Azure, AWS, GCP and OVH. Eloquent has a huge tech stack and is committed to investing and growing its people; it's at the heart of who we are. You will be exposed to a range of exciting technologies and have the opportunity to progress to a Sales Director.

### Lastly, the most important bit our values:

**Be Exceptional;** We never stop learning. Ever. We master the fundamentals and then continually challenge what we know, developing ourselves and others to be the best we can be knowing there's always further growth to be had.

**Push Boundaries;** At Eloquent it's all about the challenge. We leave 'off the shelf' solutions to others - our pride is in striving for the optimal solution, pushing boundaries, and combining creativity with technical brilliance, it's why our customers love us.

**Build Relationships;** We take our credibility, reputation, and our relationships seriously as a business and as individuals. If this means putting our hands up to making mistakes, or having difficult conversations, then that's what we do.

**Live Well;** As much as we work hard to be our best, we balance our love of technology with a sense of fun and adventure to live life to the fullest, recognising and respecting that it looks different for each and every one of us.