

International consulting firm specialising in digital innovation and transformation is looking for an experienced **IT Business Development Consultant** to join their team and drive growth across the UK. The firm works with both businesses and public services to develop and implement cutting-edge digital solutions. In this role, you will be responsible for identifying and pursuing new business opportunities within the IT departments of companies. This includes prospecting, lead generation, and cold calling to expand the firm's client base and market share. You will have the flexibility to choose your focus: either build your own portfolio of clients and candidates or concentrate solely on client development. This role offers the opportunity to take ownership of your projects and drive strategic business initiatives. You will report directly to the Operations Manager.

ROLE:

- Identifying opportunities researching the market to find new business possibilities using Salesforce and other tools
- Developing and implementing effective sales strategies
- Qualifying leads and building a strong sales pipeline
- Building client relationship with decision-makers
- Understanding client needs to offer IT solutions that align with their business objectives
- Presenting to clients, negotiating and closing deals.
- Achieving sales targets and contributing to overall business growth.
- Tracking and reporting on business development activities
- Reporting on regular updates to senior management

PROFILE:

- Educated to Bachelor's degree in Information Technology, Business, Marketing, or a related field (Master's degree preferred).
- Previous experience as an IT recruitment consultant, or in IT sales, business development, or consulting with experience in specific IT verticals such as cloud services, managed IT, SaaS, or cybersecurity, etc.
- Strong understanding of IT services, solutions, and emerging technologies (e.g., cloud computing, cybersecurity, software development, IT infrastructure).
- proven track record of generating new business and meeting or exceeding sales targets.
- Experience in consultative selling and existing network of industry contacts and potential clients.
- Excellent communication, presentation, and interpersonal skills.
- Self-motivated, goal-oriented, and capable of working independently and as part of a team.
- Familiarity with CRM software and sales tools (e.g., Salesforce).

SALARY & BENEFITS:

- Basic between £30k and £50k negotiable according to skills and experience + generous com
- Opportunities for professional growth and career advancement.
- Collaborative and supportive work environment.
- Access to the latest tools and technology.
- Medical insurance