

## CCS Media Recruitment: Business Development Manager focusing on tp-link and DrayTek.

### Chesterfield (Head Office) with Agile Working

#### Overview

You will be instrumental in increasing sales and brand awareness for the CCS Networking Portfolio into UK Public & Private Sector Customers. You will work alongside CCS sales teams to develop existing business by maximising product breadth and sell out opportunities. You will also drive incremental business for CCS by targeting new customers and niche market opportunities.

The role will include managing the aligned vendors' product portfolio, assisting with life-cycle management, product placement and segmentation of products for target verticals. The successful candidate will be expected to build and maintain strong cross-functional relationships to drive collaboration between the Vendors, CCS Sales Teams and Distribution Partners. Establishing strategic relationships with the Vendors and key customers will be a key focus for this role, as you target winning Share of Wallet (SoW) from CCS' competitors, whilst growing your assigned Vendors' market shares.

The candidate will be focused on achieving KPIs set in line with the Vendors' and Company's business strategy and be committed to continuous professional development, to promote and present the key benefits of the vendors to our customers.

A good knowledge and understanding of how the VAR go-to-market strategy works, including experience of managing Vendor & Customer relationships. The ability to work with key customers and position products in accordance with their needs is a key attribute for this role.

#### Person Specific:

We are keen to speak to candidates with the following skills and experience:

- Minimum 2 years' experience in Sales or Product Management role and a proven track record in this area
- Evidence of delivering strategic targets and generating incremental growth in a customer-facing role
- Product / Vendor Management experience at vendor, reseller or distributor level
- Demonstrate industry knowledge and sound commercial awareness
- Excellent communication skills – ability to communicate eloquently in both written and verbal formats, both face-to-face and remotely
- Mature, responsible and professional attitude to work
- Ability to work effectively with people from a variety of different functional areas: Operations, Marketing, Sales, Support, etc.
- Outstanding organisational skills and ability to manage own time effectively
- Proactive workstyle: ability to take initiative and work well within a busy, vibrant sales environment
- Has commercial and business awareness with a good level of negotiation and influencing skills
- Excellent presentation skills – being confident in presenting to customers and internally to colleagues
- Proficient user of the Microsoft Office suite, particularly Word, Excel & Powerpoint

## Responsibilities:

The position will involve the following areas of responsibility:

- Pipeline management and regular forecasting of business generated in collaboration with CCS Sales Teams and associated Customers.
- Propose quarterly sales targets per sales team/territory.
- Create and execute Strategic Business Plans with the Vendors, delivering against agreed objectives on a quarterly basis.
- Collaborate with the CCS Sales & Marketing Teams & Vendors to increase Brand Awareness into Target Markets.
- Create marketing plans with key customers and other channels to deliver incremental business growth and increased brand awareness.
- Collaborate with CCS Product Management to manage the CCS stock profile and price feeds to ensure maximum sales impact whilst meeting customer expectations on price and availability.
- Create initiatives with the Vendors that can drive traffic and sales for CCS
- Enablement of CCS customer sales teams through training and coaching to promote the Networking product portfolio & technologies into their channels
- Communicate and articulate CCS' value proposition and strategy to prospects and customers to differentiate CCS from its competitors.
- Maintain excellent levels of customer service ensuring that CCS remains a valued and key supplier to our clients.
- Drive new product launches and market development for the product lines in collaboration with the Vendors & CCS sales teams.
- Always act as an ambassador and representative of CCS Media to ensure a professional image for the Company. Actively contribute and act as a role model for the CCS core values.
- Working with other Solution Sales areas to uncover and progress new opportunities.
- Proactively engage with Core Account Managers to help discover opportunities from their existing customers and prospects.
- The ability to manage a project from discovery to completion, including the resolution of any aftersales issues.

## Special Requirements

- Adhere to company protocol as laid out in the Company Handbook
- Additional responsibilities as requested by the Senior leadership team

## Future Prospects

An opportunity to develop your career within and established and rapidly growing business. Personal and technical development opportunities for the right candidate such as training of interest and the opportunity to move into multiple senior technical roles.

## Benefits:

- Pension Scheme
- Personal Development
- Agile working
- Death in service benefit
- Staff referral scheme
- Your Birthday as Holiday
- Length of Service awards
- Bupa employee assistance program
- Regular Incentives

## Hours of Work:

- The hours of work are 9.00am – 5.00pm Monday to Friday with 1 hour for lunch.

# CCS Media

ccsmedia.com  
01246 200 200

## Why CCS Media:

CCS Media is a Technology and Supplies Reseller with over 40 years of experience delivering first-class IT solutions and services to organisations of every kind across the UK and beyond.

Our network of 14 Offices and 1 Warehouse and Logistics Configuration centre, secures unrivalled nationwide scale for supply and service, matched with the comfort of local presence. We work with more than 2,000 manufacturer partners and sell more than 1.3 million products as part of the solutions we deliver to our 14,000 customers.

In 2022, we achieved revenues over £281m also we are delighted to have been awarded 2 Stars for Best Companies Outstanding to Work For, Technology's 50 Best Companies to Work For, The UK's 100 Best Large Companies to Work For and 5 regional Best Companies awards.

## Statement:

This job description is issued as a guideline to assist you in your duties, it is not exhaustive, and we would be pleased to discuss any constructive comments you may have. Because of the evolving nature and changing demands of our business this job description may be subject to change. You may, on occasions, be required to undertake additional or other duties within the context of this job description, and according to the needs of the company.

**Please email Claire Walker (claire.walker@ccsmedia.com) if you are interested in the position or have any questions about the role. The team is based in Chesterfield, and training will be on-site at Head Office. The role supports agile working and may require periods working from Head Office with the rest of the team.**



**Head Office:** CCS Media Ltd, Old Birdholme House, Derby Road, Chesterfield, Derbyshire S40 2EX

**Let's Talk** Call: 01246 200 200 or Email: [letstalk@ccsmedia.com](mailto:letstalk@ccsmedia.com)