



## Copy for Website

Job Title:	Business Development Director
Business Division:	Sales
Location:	England: London, Bristol, Midlands, North West

### Key Purpose of the Role

ITS is seeking Business Development Director/s. (BDD) These are senior roles that represents ITS in the business connectivity market. These are exciting opportunities to join a high growth business, with a 'can do' style, make a significant contribution, and be able to shape your career whilst delivering great outcomes. As a BDD you will be tasked with both developing existing and winning new customers who need specialist bespoke solutions from the ITS business – commercial or technical. The BDD opportunity will suit sales people who are comfortable working at senior levels in target opportunities and creating compelling proposals to meet their needs and developing their commitment in life. BDD's will often work in specialist segments, such as with other carriers, public sector, developers, mobile operators, fibre altnets or specific enterprises.

### Key Accountabilities

- Driving specific opportunities in key markets
- Accountable for sales to our largest customers and partners, leading virtual teams within the ITS business to deliver great outcomes, customer satisfaction, revenue and profit
- Responsible for shaping and developing large strategic contracts, being the customers representative in the ITS business
- Offering thought leadership and innovation to the business in how it can disrupt the market for legacy providers and offer compelling new approaches to opportunities
- Responsible for customer advocacy through the channel and continuous improvement, in line with the ITS customer satisfaction programme
- Brings quality to all their interactions, ensures the business meets all regulatory, legal and security obligations, in line with ITS policies and is seen as class leading

### Likely Candidate

- Experienced in opportunity creation, brings 'out of the box' thinking to developing business with existing customers, and breaking into new customers and markets
- Comfortable with working across functions and in areas of ambiguity
- Understands the connectivity infrastructure market, may have experience of selling bespoke networks, both passive and active
- Comes from an industry background, working in a carrier, altnet or vendor
- Has a good network of contacts and presents with style and gravitas
- Happy to travel extensively around the UK in pursuit of winning business

## **Package Overview**

- Competitive salary
- Uncapped commission plan
- Car allowance
- Holiday entitlement including birthday off
- Membership of the ITS workplace pension scheme

## **Person Specification Overview**

### Experience

- Track record of selling large, complex solutions in the telecoms market
- Working closely with telecommunications providers and public sector organisations
- Strong contact networks and well respected within the industry

### Knowledge

- Excellent knowledge of telecoms connectivity products including dark fibre
- Strong commercial acumen and P&L management
- Creative thinker with ability to lead major negotiations
- Experience of commercial frameworks including joint ventures and mergers & acquisitions
- Market insight especially indirect channels and full fibre

### Skills/Abilities & Relevant Competencies

- Excellent negotiation skills
- Strong communication skills; written and verbal
- Good self-discipline and well organised
- Comfortable building relationships at all levels
- Ability to think strategically and turn plans into deliverables