

**JOB TITLE:** Managed Services Client Executive  
**REPORTS TO:** Head of Managed Services  
**LOCATION:** UK – South of England  
**SALARY:** Competitive Package

## **SUMMARY**

This is a key role within Meridian IT UK's Managed Services Division. The objective is to deliver new Cloud & Managed Services revenues from businesses not currently active customers of Meridian IT UK, in addition to managing a selection of existing customer relationships and develop new and additional services from these.

## **ESSENTIAL DUTIES AND RESPONSIBILITIES**

The essential responsibility of the Managed Services Sales Executive role is business development of Integrated Cloud Services from new and existing customers with a focus on the development of Wintel cloud services into private cloud and public cloud services.

## **Key Skills**

- 5 years selling IT Managed Services
- Knowledge of Intel/Microsoft market
- Knowledge or ability of Public Cloud Services
- Commercially astute
- Demonstrable professional approach to relationship building
- Excellent proposal writing and presentation skills
- Excellent Business Case writing skills
- Board Level negotiation skills
- Team player

## **Role Specific Responsibilities**

- Selling the whole portfolio of services. Specific emphasis given to Intel Cloud Services.
- Assisting with the development of new Managed Cloud Services.
- Management of key relationships. This includes the promotion of pier senior exec relationships.
- Taking part in Service Reviews.
- Working with Marketing to undertake and take an active part in marketing campaigns.
- Generation of sales leads, including 'cold calling' and other lead gen' activity.
- Proposal writing, presentations.
- Taking an active part in Project Management Meetings.
- Introduce other Team members to opportunities outside of Managed Services without delay.

### **Beneficial Skills**

- VMWare sales skills
- Veeam sales skills
- Backup as a Service sales skills
- Disaster Recovery & High Availability sales skills
- Knowledge of Public cloud solutions (EG MS Azure, AWS, IBM Cloud)

### **Personnel Skills**

- Good written and verbal communication skills.
- Good organisational and problem-solving skills.
- Demonstrate a high level of independent judgment and initiative.
- Be totally self-motivated and self-managed.

### **EDUCATION / EXPERIENCE**

- Sales Training
- Presentation Training
- Technical Sales Accreditations EG VMWare

**INTERESTED AND QUALIFIED CANDIDATES SHOULD SUBMIT THEIR CV AND COVERING LETTER TO**  
[careers@meridianit.co.uk](mailto:careers@meridianit.co.uk)

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