



JOB DESCRIPTION

Title: Enterprise Business Development Manager - Networks

Reporting To: Chief Communications Officer

Location: Based in Newcastle Upon Tyne with travel

Background – Stellium is one of the largest data centre campuses in the UK with extensive collocation and telecommunications operations. It is unique in the UK in hosting the cable landing stations of subsea cable systems. This, with extensive activities in the Tier 1 national and international carrier market, an ISP platform, metro network and Internet Exchange Point establishes Stellium as a major telecommunication hub for the region, nationally and Internationally. As a result of major growth of this part of the Stellium business we are now hiring for a dedicated Enterprise Business Development Manager to address the Telecommunications aspects of the business.

Previous Experience:

Ideally the person should have experience at an Enterprise level, of regional and national direct and channel sales, selling in the following areas:

- ISP Services
- Ethernet Based Metro Telecommunications
- Dark Fibre networks
- Datacentre Carrier Sales including:
 - Cross Connects
 - Points of Presence
 - Collocation
- Tier 1 Carrier sales
- AWS, Azure & GCP connectivity sales
- International Telecommunications.

Minimum years of experience: 10 Years

Other preferred professional skills:

- Previous experience of leading a small high achieving experienced sales team
- Competency in Office 365 applications and CRM (Salesforce).
- Previous new business revenue targets exceeded: £10,000.00 in new MRR

Personal skills:

- Self-starter
- Good analytical skills
- Good Communications skills
- Good Negotiation Skills
- Goal Focussed
- Good organisational skills

The successful candidate can expect to be challenged and can grow in responsibility and scope in the role.