



Business Development Manager – AV/VC

UK & EMEA | London, United Kingdom

Job Description

The Role

VEGA Global, a leading global Audiovisual, Video Conferencing and Collaboration Solutions and Service provider, is expanding the sales team in the UK & Europe.

We have a permanent full-time position available immediately in our Corporate Team, for experienced Business Development Managers.

Main Job Tasks and Responsibilities

The UK & Europe VEGA Business Development Manager shall engage the market on a local, regional and global scale:

- To have a comprehensive understanding of VEGA's portfolio of solutions and services.
- To have a comprehensive understanding of VEGA's value proposition and USP's.
- To have a comprehensive appreciation of VEGA's competition in the market.
- To raise your own sales campaign ideas and to discuss with VEGA marketing for execution
- To hold the main relationship with all your clients and to grow revenue's within your spending base of accounts.
- To develop relationships with new clients and to develop business with new clients, ensuring your business is conducted at a reasonable % profitability.
- Securing and managing local business in the UK and across Europe
- Working with international colleagues to secure and manage multi-regional and global accounts

Experience & qualifications

- Candidates will have at least 2-years demonstrable experience in business development and sales of Audio Visual, Video Conferencing, TelePresence and Unified Communications solutions.

Key Competencies

- Fulfilling or exceeding all set targets and management objectives including:
 - New Business
 - Account Development
 - Capital and Recurring Revenue/Profit
- Providing assistance, support and guidance to fellow team members.
- Working in collaboration with colleagues and 3rd-parties to ensure customer satisfaction.

Company Description

VEGA Global

VEGA Technology Group is a leading global solution provider in Video communication, Collaboration and Audiovisual with Cisco Multinational TelePresence ATP Master and Polycom accreditations.

With 500+ skilled staff, VEGA operates from Hong Kong, UK, China, India, Japan, Singapore, Taiwan, Malaysia, Australia, Macau, Korea and Vietnam, plus subsidiary offices.

VEGA's expansion into EMEA and the Americas, supported by our Accredited Partner Network, enables our customers to enjoy a consistent VEGA engagement; globally.

Whether as a multinational bank, corporate or an SME; VEGA Global enables our customers to leverage VEGA's international presence to coordinate and fulfil their Video Communication, Collaboration and Audiovisual objectives, on a local, regional and global scale.

- Single Service Provider Engagement
- Turnkey Services portfolio
- Technology transition / life-cycle management
- Global Service Delivery Management | Local Project Management
- International vendor discounting framework
- International coordination of implementation and support
- International Helpdesk & Support services