



Vega Technology (Europe) Limited
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Job Title: Business Development Manager

Salary / Package: Negotiable + benefits

Location: UK, London and South East

Job Type: Permanent full-time

The company: Established and headquartered in Hong Kong in 1986, the Vega Global Group now employs over 700 personnel. Vega has regional offices globally, with the UK office heading up the European division. In three decades, the company has expanded into a leading global AV/VC/UC solutions provider with over 6,000 clients. The portfolio includes Audiovisual, Video Conferencing, Digital Media Communications, Collaboration, Workspace Management, Skype for business integration & Voice. A turnkey support and maintenance provider, Vega serves all sectors as well as fortune 500 and large multinational firms. The Vega Global Group is an equal opportunities employer.

The Role

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

Main Job Tasks & 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

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.