

Business Development Manager (Hybrid/Nottingham)

Education IT Sales

We are seeking a highly motivated and commercially driven Education Account Manager to join our growing sales team. This role is heavily focused on new business development within the Education sector, targeting Schools, Multi Academy Trusts (MATs), Colleges, and other public sector organisations. The successful candidate will be responsible for identifying opportunities, building relationships with decision-makers, and winning new customers while also developing selected existing accounts. This is an ideal opportunity for an ambitious sales professional who thrives on prospecting, pipeline generation, and closing deals in a fast-paced environment.

Key Responsibilities

New Business Development

- » Proactively identify and generate new sales opportunities within the Education sector
- » Build and maintain a strong pipeline through outbound activity including calls, email campaigns, networking, and referrals
- » Develop relationships with key decision-makers including Headteachers, IT Managers, School Business Managers, and Trust Leaders
- » Deliver against agreed revenue, margin, and KPI targets
- » Lead customer meetings, presentations, and solution demonstrations
- » To show commitment to both the company and team colleagues, and maintain professionalism to internal customers and external customers
- » Produce tailored proposals and quotations aligned to customer requirements
- » Manage the full sales cycle from prospecting through to negotiation and close Account Management
- » Develop and grow selected existing customer accounts
- » Identify upselling and cross-selling opportunities across the wider product and service portfolio
- » Build long-term customer relationships focused on retention and growth
- » Ensure excellent customer experience throughout the sales and onboarding process

Sales Planning & Reporting

- » Maintain accurate CRM records, forecasts, and pipeline reporting
- » Work collaboratively with internal sales support, marketing, and technical teams
- » Contribute to sales campaigns and strategic sector growth plans
- » Monitor market trends, competitor activity, and framework opportunities within Education

Representation & Networking

- » Attend education events, exhibitions, and networking opportunities
- » Represent the business professionally within the Education market
- » Build market awareness and strengthen brand presence across the region

Skills & Experience

Essential

- » Proven success in a new business sales role with a strong record of exceeding targets
- » Experience managing the full sales cycle from lead generation to close
- » Strong prospecting and pipeline-building capability
- » Excellent communication, presentation, and negotiation skills
- » Ability to build credibility quickly with senior stakeholders
- » Highly self-motivated and target-driven
- » Experience using CRM systems and Microsoft Office applications
- » Full UK driving licence and willingness to travel when required
- » Experience selling into Schools, MATs, Colleges, or the wider public sector

Desirable

- » Knowledge of IT solutions, managed services, cloud technologies, or education technology
- » Understanding of public sector procurement frameworks
- » Experience working within a hybrid or field-based sales environment

What We Offer

- » Competitive salary with uncapped commission structure
- » Hybrid working flexibility
- » Pension scheme
- » 25 days holiday plus bank holidays
- » Ongoing training and professional development
- » Supportive and collaborative team culture
- » Career progression opportunities within a growing organisation

Additional Information

- » Working hours are Mondays to Fridays, 9AM–5:30PM, and the role combines office, home, and field-based working, with travel to customer sites, events, and exhibitions across the Midlands and South of England

Please send your CV to Daniel Molineux, Head of Education: dmolineux@officexpress.co.uk

We are an equal opportunities employer. No terminology in this advert is intended to discriminate on the grounds of age, sex, race, or religion. We confirm that we will gladly accept applications from people of any background for this role. We are opposed to discrimination of any kind.