

Job Title:	New Business Manager
Department:	NetNames USA
Salary:	Commensurate of Experience

Introduction

Group NBT plc is a leading provider of domain names and Internet-related services. Established in 1995, the company has registered hundreds of thousands of domain names and hosts thousands of websites. With a wide range of services, Group NBT's clients come from many industries and include well-known companies including over 30% of the FTSE 100.

Group NBT plc currently has over 290 employees worldwide, with offices in London, Cambridge, Copenhagen, New York, Nice, Munich, Zurich, Oslo, and Stockholm. With five market-leading brands, Group NBT plc is now made up of the following:

- **NetBenefit**; providing high quality managed hosting services to SMEs in both the UK and continental Europe;
- **NetNames**; providing corporate domain name management to large organisations through its industry leading Platinum Service, which is now used by over 30% of the FTSE 100 and **Speednames Business** who offer the same service across northern Europe and the Scandics.
- **Easily.co.uk** and **Speednames.com**; top providers of cost effective web hosting and domain name services to European businesses and consumers.
- **Ascio**, which is responsible for the provision of domain name services indirectly through more than 300 partnerships. These partners primarily include telecom operators, web hosting companies, internet access providers and IP law firms.
- **Envisional**; solutions offering a suite of services that protect businesses from online counterfeit activity, fraud, piracy and offer ongoing brand monitoring solutions.

Responsibilities

Reporting to the Country Manager, you will be managing our New Business team in New York. You will be responsible for a team of 2 new business staff. This is a fast moving environment with more and more corporate companies wishing to protect their online intellectual property.

This will be a hands-on role where you will also be responsible for developing and coaching the team with their own prospects and clients as well as their individual development. The ideal candidate will have demonstrable experience in a sales management role in a similar environment. The appropriate candidate will be aiming to further develop their management and sales career.

- Manage, advise, mentor and motivate a team of new business sales staff to achieve monthly revenue targets.
- To manage a personal pipeline of new business clients and ensure personal revenue targets are achieved.
- To attend and present new sales pitches; travel will be required.
- Preparation of proposals and tender documents.
- Regular reporting on individual and team activity to the Country Manager.

Skills/experience required

- Previous experience in a Sales Management role.
- Previous experience in new business sales role.
- Passion to drive morale in a team environment
- Career driven and proven record of previous advancement
- Experience of running a sales team and multi tasking across a range of disciplines.
- Strong Oral and Written communication skills
- Close attention to detail
- Excellent time management and organisational skills
- Ability to work as a member of a team and under one's own initiative.
- Self-Starting Attitude.
- Some knowledge/appreciation of domain name industry is desirable but not essential
- Proven leadership skills

Personal Development

Group NBT is a growth-oriented company with a short decision-making processes, this creates an environment, which allows rapid career development.

We will give you:

- The opportunity to work for a profitable and professional company and the chance to interact across a wide segment of businesses.
- The opportunity to work with like minded employees who are the best at what they do and are passionate about their industry.
- A chance to forge your career and develop your existing and new skills whilst the company grows from strength to strength.
- The opportunity to work for a company that values and supports the acquisition of new skills and qualifications that will benefit your role and your personal learning and development

Remuneration

Attractive individual remuneration package consisting of fixed salary plus commission dependent on the individual and team results.

Start date

ASAP

Your Application

Please send your application and CV to:

jobs@groupnbt.com

For more information regarding this position please contact the HR Department at:

+44 (0)207 015 9200

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