

Business Development Manager

About Us: We're Synextra, the second-generation Managed Service Provider, and we're setting the standard for what a modern cloud partner should be. Born from technical excellence, we combine deep cloud expertise with a fresh approach to managed services.

We're growing fast, scaling up with some of the most exciting businesses in the UK, and pushing the boundaries of what's possible in cloud. Now, we're looking for a tenacious and ambitious Business Development Manager (BDM) to help us take that next step. You'll drive new business by sourcing your own leads, following up on warm inbound interest, running discovery calls, shaping solutions alongside pre-sales, and closing deals.

Why Join Synextra?

- **We're Growing Fast** – So fast, in fact, that in a matter of weeks we're moving into an impressive new office space in Birchwood, Warrington with an on-site gym, modern breakout spaces, and great transport links.
- **Accelerate Your Sales Career** – As you grow, so do the opportunities. You'll take on more complex deals, engage with senior stakeholders, and sharpen your skills in a sales environment that's built for progression.
- **Game-Changing Clients** – We work with businesses that use technology as a true differentiator – helping them scale, compete and disrupt.
- **Next-Gen Tech** – We don't just sell the latest technology, we use it. From sales enablement tools to cloud platforms, we're powered by the best tech in the game.
- **Quality Obsessed** – Our high-touch, high-quality approach means our clients stick with us – and really value what we do.
- **Expert Technical Team** – We've got a uniquely high technical density – meaning fewer juniors, and more people who know their stuff.

The Role

As a Business Development Manager, you'll be:

- Representing a fast-growing Azure specialist, delivering managed cloud solutions to ambitious, tech-driven businesses.
- Prospecting and generating your own leads through research, cold outreach, and networking, in addition to working alongside our SDR and marketing teams to qualify and convert inbound opportunities.
- Running discovery calls to understand prospects' current state, challenges, and ambitions – and positioning the right solution to match.
- Collaborating with our pre-sales and technical specialists to shape tailored solutions that align with customer needs and commercial goals.
- Developing proposals and pricing, ensuring a balance between commercial viability and client success.
- Taking ownership of deals with shorter sales cycles and lower complexity, while steadily progressing to handle more strategic, high-value opportunities.
- Accurately forecasting your pipeline, managing follow-ups, and updating the CRM.
- Using sales tools and insights to build relationships and close deals with senior decision-makers across various industries.

What We're Looking For

The right attitude matters more than ticking every box. We're after someone who is:

- Tenacious and goal-driven – you love the chase as much as the close
 - Sharp and articulate – you can hold your own with decision-makers
 - Curious and coachable – always learning, always improving
 - Confident working with a technical product set – or keen to get to grips with it fast
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Experience & Skills

- 2-3 years in a B2B sales role within a cloud services, managed IT or similar technology-related environment
 - Proven track record of lead generation and pipeline management
 - Comfortable qualifying opportunities and progressing deals to close
 - Experience managing deals with longer sales cycles or technical complexity
 - Experience using CRM tools (like HubSpot or Salesforce)
 - Strong written and verbal communication skills
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What We Offer

- Competitive salary and commission plan
- Clear progression path with opportunities to move into higher-value, strategic deals as you grow
- Comprehensive benefits including private healthcare, dental cover, and more
- Regular team socials and a culture that celebrates wins
- New office in Birchwood with on-site gym, modern breakout areas, secure bike storage, and great transport links
- A commercially switched-on, technically brilliant culture
- A unique, empowering environment where your voice matters

Location: On-site in our Winwick office (moving to Birchwood in June)

Next Steps: Join Our Elite Team

If you're ready to join a cloud provider that's raising the bar – we'd love to hear from you. Send your CV to careers@synextra.co.uk