

Business Development Executive / Manager

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Company: Henley Executive

Location: Kings Norton

Category: sales-and-related

Business Development Executive / Manager

£30,000 - £40,000 DOE

Birmingham / Hybrid

Benefits: 26 days annual leave, Pension, Commission, Car Allowance, Gym Membership, Discounts on Products and Services, Training and Wellbeing programme.

We have an opportunity for a Business Development Executive / Manager to join an established lifestyle business in Birmingham and become a valuable part of their Sales & Marketing team.

As Business Development Executive / Manager, you will be focussing on developing business with distributors and vendors across the APAC region, and so there will be some international travel required with the position. Therefore, you will need to hold a valid passport allowing you to travel. The role is hybrid based and will be based in their Birmingham office 2/3 days per week.

As Business Development Executive / Manager, day-to-day your role will entail:

Managing accounts and liaising with clients within the APAC region

Agreeing and signing off promotions with retailers

Build and maintain monthly forecasts for your accounts

Maintain regular contact with customers to build and strengthen relationships.

Work closely with marketing accounts and production teams.

To be considered for the role of Business Development Executive / Manager, you will need to demonstrate the following skills and experience:

Previous experience of selling within the FMCG and Retail space

Organised with good attention to detail

Excellent at building rapport with customers

Good influencing skills

Strong track record of working within sales

If successful you can expect a salary of £30,000 - £40,000 depending on the experience you can offer, plus car or car allowance, commission and lots of fantastic benefits including onsite gym, discounts on products and apparel, and ongoing training and development to help you progress.

They are keen to appoint – so please send us your CV asap to be considered for interview or give us a call to be considered.

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