

Business Development Manager

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Company: Chase Taylor Recruitment Ltd

Location: Birmingham

Category: construction-and-extraction

Chase Taylor Recruitment are currently working with a Large window and door manufacturing company who are looking to recruit a Business Development Manager to grow their presence and increase their sale within the Midlands region.

Our client, a leading provider of commercial aluminium and glazed systems has been successfully trading for many years and are known for their wide range of design, fabrication, installation and supply-only options and excellent working environment.

The right candidate for this role will have current/recent experience selling aluminium windows and doors into the commercial market of the fenestration/ window and door industry.

The role:

- * Research and identify current opportunity areas considering service, geography, value and competition.
- * Devise strategic sales plan to capitalise on opportunities, address weaknesses and deliver growth in accordance with the long-range business plan.
- * Work closely with Marketing to ensure alignment between sales and marketing, ensuring maximum value is being extracted from annual marketing spend.
- * Where there are new products being released, these are to be introduced to existing Customers and used to introduce new Customers to the Business.
- * Report on all KPI requirements with the Line Manager
- * Ensure documents are controlled and that the system is regularly audited.
- * Training will be given where required

The candidate:

- * Have a details knowledge of various aluminium window and door products
- * Come from a business development/sales background within the window and door/fenestration industry
- * Have experience successfully selling aluminium window and door products to the commercial sector
- * Be able to organise and manage own workload
- * Be forward thinking and able to identify various sales opportunities to explore
- * Excellent customer service skills
- * Full UK driving licence
- * Must currently reside in the UK

If you are an experienced Sales Manager and you would like to find out more, please click 'apply' or contact Guy at Chase Taylor Recruitment and quote reference number MM3736

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