

## Business Development Manager

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Company: First Base

Location: Hucknall

Category: other-general

The vacancy

We are looking for a Business Development Manager to join a busy sales team focusing our specific product ranges.

Ideal candidate will have:

- \* Previous experience within sales preferably within the insulation industry.
- \* The ability to demonstrate high attention to detail
- \* Proficient in the use of computer software including Microsoft Excel, Word and Powerpoint.
- \* A confident, assertive and proactive approach to work with a 'can do', flexible attitude
- \* The ability to work effectively, both as part of a team and autonomously, consistently to high standards of accuracy and quality
- \* Proficiency in clear, written and verbal communication skills in English

Duties include but are not limited to:

- \* Promoting the product range to key stakeholders from procurement, site managers, technical safety engineers, work-pack engineers and materials coordinators for the Fabric Maintenance businesses onshore.
- \* Promoting the product range to influencers and designers through to buyers and end users.
- \* Seek new potential markets for products, including new customers of new applications.
- \* Work with Sales Engineers to ensure tenders are responded to in the best manner to secure business.
- \* Develop and maintain a customer database on Membrain CRM and ensure all clients are managed as required to maximise business opportunity.
- \* Schedule sales activity and client visits to maximise coverage in the most cost-effective manner. Customers are based UK wide and will require travel to site to meet the business needs.
- \* Use prospecting function on CRM to develop communications with customers and ascertain potential annual spend for products on each site to drive budgeting/forecasting.
- \* Develop and deliver presentations of products and services.
- \* Maintain sales activity records and prepare and submit appropriate sales reports.
- \* Follow up on sales reports to ensure all actions are completed expeditiously.
- \* Monitor competitor activity and market conditions and react accordingly to improve the company's position.
- \* Monitor product development to ensure the introduction of new products or improving

existing products to ensure the company's position is maximised.

#### Pay & Benefits:

\* Salary is up to £40,000 per annum, depending on experience

\* Bonus scheme up to 15%

\* Company car allowance

\* Commission scheme

\* 25 days holiday + bank holidays

\* Enhanced pension contributions (matched)

\* Life insurance 4x annual salary

\* Access to well-being programmes

\* Cycle to work scheme

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#### Cross References and Citations:

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