

## Business Development Manager

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Company: Macstaff

Location: Mansfield

Category: sales-and-related

You will like

Winning work in fire & security engineering for a highly reputable security installation & service contractor that is one of the UK's leading independent providers of security, life safety, and conflict management systems.

They are a fantastic family-feel firm to work for, who look after their staff well and have established contracts regionally. They will make a great employer for a BDM near Mansfield who is looking for a rewarding career opportunity.

You will like

The Business Development Manager - BDM, where you will research, seek out and sign-up new customers. More specifically:

- \* Sourcing and developing sales opportunities and self-generating leads
- \* Promoting company products and services
- \* Attending site surveys
- \* Designing and costing systems
- \* Producing high-quality proposals and quotations
- \* Producing sales files pre-handover to operations
- \* Managing sales pipeline to maximise sales output
- \* Achieve sales targets for both installation and maintenance sales
- \* Achieve company margins
- \* Maintain accurate records and ensure that the company sales CRM is kept up to date daily
- \* Ensure that any reporting criteria is adhered to in a timely and accurate manner

- \* Attend shows when requested to promote the company
- \* Liaise with the operations team to ensure that a smooth transition of the sale into operations takes place

You will have

To be successful as Business Development Manager - BDM, you will have a healthy mix of the following:

- \* Have a minimum of 5 years of industry experience in fire and security systems and maintenance sales
- \* Be able to demonstrate a proven track record within significant and/or national accounts business development and account retention over the last 3 years
- \* Must be able to meet and exceed sales goals
- \* Must demonstrate an ability to organise and plan account development and time.
- \* Be able to design security and life safety systems to a level within their target market
- \* Be able to demonstrate high-level communication, presentation and negotiation skills via written and verbal means
- \* Must be a team player with the ability to share skills and experience with the team
- \* Have a strong CV with a balanced work history
- \* Must be able to produce a sales business plan detailing sales, profit and costs
- \* Have a clean driving licence
- \* Have no criminal record that will prevent detailed vetting success

You will get

As a Business Development Manager, you will have OTE of £60K with salary of up to £45K + Commission + Package. (Reviewed after first year)

Holiday entitlement, 20 days plus bank holidays. This will rise to 22 days following 2 years' service with the company.

The company run a personal vehicle scheme providing the maximum permitted sum allowed to be paid by customs and excise. A company vehicle will be provided for the first six months, if requested.

You can apply

To Business Development Manager by pushing the button on this job posting (recommended), or by sending CV in confidence to (url removed)

UK\_MS

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