

Business Development Manager

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Company: Gordon Yates Recruitment Consultancy

Location: Newcastle upon Tyne

Category: sales-and-related

Business Development Manager

INTRODUCTION

Our client is an award-winning global market leader in the manufacture of residential and commercial plumbing and heating products and solutions. They have a reputation for product quality and innovation and have demonstrated the ability to develop talent across their business.

JOB ROLE

The Business Development Manager role takes responsibility for defending and growing sales across the North and North East of the UK. The role entails:

Field sales representation for an established area worth £2m+ across North East and Cumbria areas.

Development of customer relationships with contractors, house builders, developers, installers and merchants.

Managing the full sales life cycle from initial enquiry to close.

Networking for new projects and customer contacts. TERRITORY

North/Northeast field sales area (Newcastle, Durham, Sunderland, Middlesbrough, Darlington, Cumbria)

THE PERSON NEEDED

For the Business Development Manager role our client is open on the experience of their new recruit and offers good training and development

Essential experience:

Previous structured B2B sales in a professional environment

Dynamic and positive approach to customer engagement and sales growth. Desirable experience:

A background within the plumbing, heating, bathrooms, HVAC, electrical or related construction sectors.

THE REWARDS
£38-45K Basic (dependent on experience) + 6K OTE

Fully expensed car, pension, healthcare, 25 days leave, full package

APPLY NOW!

If your experience matches the 'person needed' brief above and you live on the sales area, please send your CV today. Our client is starting interviews in April.

Key terms: Business development manager, area sales manager, account manager, field sales, territory sales manager, heating, plumbing, bathrooms, KBB, HVAC, air conditioning, ventilation, electrical, Northeast, North East, Northumberland, Tyne & Wear, Newcastle, Durham, Sunderland, Middlesbrough, Darlington, Cumbria.

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