

## Business Development Manager

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Company: Chase Taylor Recruitment Ltd

Location: Nottingham

Category: sales-and-related

Chase Taylor Recruitment are currently working on an exciting opportunity for an experienced Business Development Manager or Area Sales manager to join a UK leading fenestration company to join their team to support company growth and strengthen their market presence.

Our client has been successfully manufacturing and installing upvc windows and doors for the commercial and domestic market for over 15 years. They are known for their excellent product quality and customer satisfaction.

The right candidate will have a solid career background within the fenestration market selling and promoting products to the trade sector.

The role:

- \* Research and identify current opportunity areas considering service, geography, value and competition
- \* Devise strategic sales plan to capitalise on opportunities within the trade sector
- \* Conduct market research to understand customer needs and industry trends.

- \* 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 / clients and used to introduce new Customers / clients to the Business.
- \* Ensure documents are controlled and that the system is regularly audited.
- \* Set and achieve sales targets, contributing to the overall growth and success of company
- \* Collaborate with internal teams to address customer needs and resolve any issues promptly.
- \* Training will be provided where needed

The candidate:

- \* Have a detailed knowledge of various upvc window and door products
- \* Come from a business development background within the trade window and door/fenestration industry
- \* 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
- \* Have a willingness to travel to create and explore sales opportunities

Benefits:

\* Car allowance & mileage

\* Pension Scheme

\* Health Care Benefit

If you would like to find out more about this position, please click 'apply' or contact Guy at Chase Taylor Recruitment and quote reference number MM3710

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