

Business Development Manager (South West)

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Company: Flavour Warehouse Group

Location: United Kingdom

Category: other-general

Job Overview

The Business Development Manager is primarily responsible for seeking out new opportunities for Vapouriz by prospecting new clients, developing new businesses and growing existing business, within their assigned geographical territory. This includes journey planning, tracking sales and taking full accountability for territory budgets/KPIs.

Main Duties and Responsibilities

To develop and maintain exceptional consultative relationships with existing clients maximising customer retention and brand awareness

Generate sales and opportunities by prospecting new customers, assess their needs, effectively selling Vapouriz products and offerings

Develop positive and long-lasting relationships with customers over the phone and face to face, to maximise business potential

Maintain consistent communication with customers and follow up with prospects in a timely manner

Carry out well planned client meetings and presentations

Deliver to KPI's and Targets set to achieve strategic financial goals

Prepare and generate quotations for customers

Maintain records with sales figures, financial reports and relevant customer data

Collaborate with other Business Development Managers regarding sales figures and to share best practice

Keep abreast of industry changes, trends, developments and key competitors communicating when necessary

Attend industry events such as networking events and conferences and report findings to the team and customers

Support the aims and ethos of Vapouriz, setting a good example in terms of dress, behaviour, punctuality and attendance

Promote and ensure the good reputation of Vapouriz and its individual divisions

Adhere to all company policies and procedures within the defined timescales

Undertake any other tasks which can be reasonably expected in relation to the role

PERSON SPECIFICATION

KNOWLEDGE, SKILLS AND EXPERIENCE

Previous experience of business-to-business field sales within the FMCG or retail industries

Experienced in managing strategic sales funnels and translating them into tangible sales

Demonstrable success against KPIs and targets

Exceptional communication presentation and excel skills

A results-orientated, tenacious self-starter

Ambitious and keen to drive career forward within with organisation

Excellent time management and organisational skills

PERSONAL QUALITIES

Building trust by role-modelling ethical behaviour, applying principles and values consistently in decision making

Demonstrate honesty when dealing with others and consider the Vapouriz values to inform your approach to actions

Show courage to speak up and skilfully influence others to gain buy-in

Take responsibility for your actions and make informative decisions on putting things right

Demonstrate curiosity and make the most of opportunities to learn, improve and innovate individually, as a team and within the company

Work collaboratively with colleagues to build team spirit and purpose and consider the opinions of stakeholders

Show a keen interest in the organisation, its goals, performance, and external influences

Have a commercial mindset and demonstrate cost consciousness

Remain committed to your learning and development by setting realistic goals and how your contribution has impacted your colleagues and the wider business

Regularly seek feedback and apply to your learning and development

Apply agreed procedures and policies and available sources of evidence to make choices

Make choices and solve problems with evidence-based learning

Be a pioneer of change and set a good example to others

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