

## Business Development Manager

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Company: britishgypsum

Location: United Kingdom

Category: other-general

### **Contamos com você para**

At Saint-Gobain Interior Solutions, we are looking for a Business Development Manager join our technical insulation sales team.

You will be creating strong working relationships across our core technical insulation markets including – HVAC, Marine & Industry with the goal of delivering an excellent experience for our customers as well as increasing our market share.

You'll be a practiced salesperson, who is highly customer focused, and has experience in technical sales across construction, distribution or other relevant sectors.

**The role is home-based, but travel is required for this role we are looking for someone to cover the Northeast to Scotland regions.**

### **What we're looking for:**

Experience of working within technical sales, preferably within construction/distribution or other similar industries

High customer focus, with an ability to anticipate and adapt to customer needs and expectations

Strong commercial acumen including negotiation skills

Proven track record of building and maintaining relationships at all levels

### **What you will be doing:**

Proactively self-generate sales opportunities across our client base

Managing high volume projects, specified by the Specification Manager, through all commercial stages to order

Responsible for the commercial price management of special pricing to contractors and distributors on projects for all technical insulation product groups

Visiting our customer bases regularly, maintaining and growing those key relationships

### **Are SGIS and Saint-Gobain inclusive employers?**

Saint-Gobain is the worldwide leader in light and sustainable construction improving daily life through high-performance solutions. From wherever you are, let your unique personality and our values guide you every day to invent a more sustainable world.

We understand that a diverse workplace is not only a more enjoyable place to be, but also facilitates better decision making and innovation. So, whoever you are, and whichever Saint-Gobain business you join, you can be sure of a warm welcome with us.

### **And what about flexibility?**

The world of work is changing. At Saint-Gobain, we're always open to new ways of working. Everyone has different needs and commitments. We'll happily discuss any need you might have for this role: flexible hours, job-sharing, part-time working, or anything else that matters to you. We can't promise to meet every request when we're recruiting. But we do promise to listen.

**If you match our criteria, we will be in touch to discuss your experience and more about you as a person, we look forward to hearing from you!**

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### **Cross References and Citations:**

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