

Business Development Manager

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Company: Carrier

Location: United Kingdom

Category: other-general

About the role

The overall mission of the Business Development Manager is to coordinate business relationships and grow sales at a regional level with Installers, Specifiers and End Users.

The individual will establish a close cooperation with the central decision makers within these companies to get EMS Group wireless fire products approved and drive future deals & key project sales opportunities to success. He/she will also need to support the other members of the UK Sales Team as and when required periodically.

As a Business Development Manager your scope of duties will include:

to build and maintain long term business relationships with central and local functions internally and externally with our current customers.

to identify new growth opportunities and define and implement sales initiatives to capture this potential

to team with local sales operations (country management, pre-sales and TSD engineers, ...)
to propose, drive and manage local sales initiatives

to account relationship and sales

to negotiate and manage contracts together with local management

to setup and host formal events (business review, contract review, product introduction, market feedback, product requirements, etc...) to facilitate relationship and sales

to own commercial sales reporting on accounts

to be in charge of internal communication on account evolution, news, sales, contacts, strategy towards Sales Director – Fire, UK through mail push and salesforce.com

What we are looking for

previous sales experience in Fire & Safety industry

proven sales experience, including major account management at regional level

strong channel management skills and experience, ie direct end-user experience and with installers/service providers

fire detection and alarm systems knowledge & background preferred

enthusiastic and creative personality with hands-on mentality, result oriented and willing to work both as part of a team and on own initiative

strong interpersonal and communication (verbal and written) skills:

good organizational and time management skills

PC literacy, mastering PowerPoint, Word, Excel, Outlook

driving license and valid passport.

Benefits:

Salary base + SIP

Company car

Pension scheme

Life insurance

25 days of holiday + bank holidays

Home based role

Opportunity to develop in the company's structure

Our commitment to you

Our greatest assets are the expertise, creativity and passion of our employees. We strive to provide a great place to work that attracts, develops and retains the best talent, promotes employee engagement, fosters teamwork and ultimately drives innovation for the benefit of our customers. We strive to create an environment where you feel that you belong, with diversity and inclusion as the engine to growth and innovation. We develop and deploy best-in-class programs and practices, providing enriching career opportunities, listening to employee feedback and always challenging ourselves to do better. This is The Carrier Way.

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