

## Business Development Manager

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Company: Crown Worldwide Group

Location: United Kingdom

Category: other-general

**Crown Worldwide Group are currently recruiting for a Business Development Manager to join their fast-paced Records Management Sales team.**

### **Where you will be based**

This role will be Manchester based with the requirement to attend our Enfield offices from time to time.

**What is an Business Development Manager to us?** As a Business Development Manager, you will be responsible for developing new business opportunities across multiple corporate sectors throughout the UK and Ireland. Your goal will be to develop insightful relationships with new organisations, individuals, interest groups and industry bodies to further the reputation of Crown and identify sales and revenue opportunities with the requirement to understand and uncover client needs to ensure that Crown Records Management are introduced and are able to offer the best solution.

### **What you will do**

Generate new business opportunities with prospective clients by targeting the UK and Ireland market

Take ownership of the sales cycle from introducing Crown Records Management, generating leads, creating engaging proposals, demonstrating Crown's capabilities, and undertaking presentations, to secure those opportunities

Build a strong pipeline of relevant opportunities to deliver against the sales targets and

ensure KPI's are met

Build and maintain an in-depth understanding of Crown's products

Liaise with the sales/account management team, to ensure a smooth and professional handover happens between you and the team, keeping the client at the centre of our world

Attend events to network and create leads, plus create interest in Crown Records Management

Join and play an active role in approved industry bodies to keep Crown at the forefront of the records and information management industry

Work with our Marketing team to identify leads gathered from meetings, webinars, and events.

Use your market awareness and reporting on competitor activity to inform the sales process

Be required to use your network to promote and cross sell other Crown Worldwide service offerings

Proactively manage a portfolio of accounts

Renegotiate, retain, and develop (expand) existing allocated accounts

Prepare and implement an account plan for the BoB. This will be achieved through the principles of Key Account Management (KAM) by identifying clients' requirements, establishing multiple levels of contact and promoting Crown services, if required, tailoring the service offering to meet customer's needs as appropriate, finding and closing appropriate additional profitable revenue opportunities, and signing all customers to agreed contracts.

Actively engage and work with the Customer Support team to ensure the delivery of non-sales/account growth activities.

### **About you**

To be successful in this role you will experience in a Business Development role within the Records and Digital Information Management Industry with desirable Account Management experience. A strong networker with the ability to communicate at all levels and a proven track record of working to targets in a new business environment. This role suits an individual

that understands sales metrics and how to use them to build and plan for success.

## About us

**Crown Worldwide Group** is a privately owned, global logistics company founded in 1965 and headquartered in Hong Kong. We are an extraordinary and purposeful business committed to making it simpler to live, work and do business anywhere in the world, delivered through our broad portfolio of complementary brands. Together these enable us to; relocate people's lives and possessions, help companies move teams to new locations near and far and help them manage their workspaces. We also transport, store and install precious art collections and keep company data and records safe, yet accessible.

We oversee a wide-ranging CSR program which supports local and global charities, actively champions employee wellbeing and continually seeks to reduce our environmental footprint. We are also proud of our diverse and inclusive culture. This provides all our employees with a sense of belonging which allows them to reach their full potential.

## What we can offer you

Our UK benefits package includes Enhanced service-based holiday entitlement, 1 day's birthday leave, pension scheme, private medical insurance, death in service, shopping discounts and 2 Corporate responsibility days per annum, innovative wellbeing package, employee awards, as well as in-house learning and development opportunities.

## Our values

At Crown we pride ourselves with the quality we deliver and values we stand by.

We are **CARING** about people and their experience

Always **DETERMINED** to do our best and to always keep improving

We are genuinely **THERE** when our customers and colleagues need us

We encourage the **SHARING** of knowledge amongst each other

We continuously remain **OPEN-MINDED** to stay innovative

## Equal opportunities

Crown is an equal opportunities employer. We are committed to providing equal employment opportunities to all qualified individuals without regard to race, religion, sex, pregnancy, national origin, age, physical and mental disability, marital status, sexual orientation, gender identity, military/veteran status, or any other characteristic protected by

law.

Crown welcomes applications from all suitably qualified candidates eligible to live and work in the designated geographical region. We are committed to diversity, and to employee well-being, engagement and development.

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