

Business Development Manager

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Company: Exertis

Location: United Kingdom

Category: other-general

We are recruiting for a Business Development Manager for Eaton, within our Enterprise business unit. This person will be responsible for the management, relationship development and sales growth of the Eaton brand across a set of customers.

If you have sales experience and an eager, self-motivated attitude, we would love to hear from you! Experience in the technology is beneficial but not essential.

Salary: Up to £35,000 dependent on experience plus commission of £12,000 OTE and car allowance

Your Day-to-Day

Develop the Eaton power business within the existing Exertis Enterprise and Exertis UK customers

Work with the sales organisation to manage the complete sales cycle from initial meetings through to purchase order acceptance

Develop bespoke promotional events within accounts and offer assistance for exhibitions

Build relationships with Eaton and form a supportive partnership between Exertis, customers and Eaton

Travel across the UK and potentially Europe to visit customers and attend events, building the relationships and increasing the brand's visibility

Demonstrate a strong awareness of and commitment to Ethics and Compliance and the DCC Group Code of Conduct

Role Requirements

Sales skills, with the ability to engage with different levels of seniority

Presentation skills

Previous external customer facing experience is desirable

Confident and able to show initiative

What's in it for you?

It's important to us that our people love what they do and in turn we put together a benefits package that rewards a job well done. We'll give you:

25 days holiday plus bank holidays

Social events

Health care cash plan paid for by the company

Income protection Scheme

Employee Assistance programme

Loyalty awards for key service milestones

Cycle to Work Scheme

Enhanced maternity, paternity and shared parental leave

Holiday purchase scheme

Award-winning Learning & Development team

Internal career opportunities

We value diversity and inclusion and champion a culture where everyone feels valued, included and celebrated. We're open to conversations about flexible working. If it's right for our customers, our business and for you then we'll do what we can to support it.

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