

Business Development Manager

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Company: Lyreco Group

Location: United Kingdom

Category: other-general

Business Development Manager

Area covering: North England (ideally located Newcastle/Middlesbrough area)

Base salary: £30,000 - £35,000 + commission, Company car, laptop, phone

Additional incentives for top achievers

Join the Future of Workplace Solutions with Lyreco!

Are you ready for an exhilarating career move? Lyreco, the market leader in Workplace Solutions, is thrilled to extend an invitation for dynamic and talented individuals to join our innovative Mid—Market team.

As we continue to expand globally across diverse sectors, we're on the lookout for passionate and results-driven New Business Development Managers to join a brand-new team covering the North of England.

What you'll be doing as a New Business Development Manager:

Consistently Winning Hearts and Accounts: Become the maestro of winning new customers within your defined prospect area.

Implementing Success: Take charge in setting up and implementing new accounts, ensuring a focus on product penetration and profit.

Building Strong Foundations: Forge and nurture robust customer relationships that stand the test of time.

Master Negotiator: Showcase your finesse in negotiating pricing and margin with customers as needed.

Team Synergy:Collaborate seamlessly with the wider team to cultivate successful business growth in the North of England.

What We're Looking for in a New Business Development Manager:

A proven track record in business-to-business sales, showcasing your ability to conquer and achieve sales and margin targets.

Demonstrate your prowess in building and developing a pipeline of new business opportunities.

Exhibit excellent customer awareness and an innate ability to build solid working relationships.

Be skilled in selling and negotiating at all levels within an organisation.

High proficiency in Microsoft Office, particularly Excel.

Benefits of the working for Lyreco:

Clear career pathways and development programmes to support your growth.

Company Pension

Private medical insurance after completion of one years' service

Life assurance

23 days holiday, increases the longer you are with us, + 8 Bank Holidays

Employee discount scheme

Employee Assistance Programme (EAP), well-being support when you need it.

Health and wellness initiatives

Join a Culture of Inclusion and Forward-Thinking:

As a diverse and forward-thinking employer, Lyreco is committed to equality, diversity, and inclusion. We prioritise the well-being of our staff, customers, suppliers, and the local community. Join us in our dedication to sustainability and embark on a journey where your career aligns with your values.

Note: Agency CVs will not be accepted.

Ready to redefine the future of Workplace Solutions? Apply now and be part of the Lyreco

journey!

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