

United Kingdom Jobs Expertini®

Business Development Manager

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Company: The Curve Group

Location: United Kingdom

Category: other-general

Salary up to £55,000 based on experience + bonus (Please note this role will cover a geographical area primarily along the M62 corridor)Our client a long standing company within the Logistics /Transport sector is looking for a Business Development Manager to join their team based in the North West of England .Purpose of the roleTo generate profitable new business from both prospective and existing customers ,focusing on strategic and sizeable opportunities Key Responsibilities Working with the Sales Director and other internal stakeholders, participate in developing the sales strategy for the relevant area, making best use of available fleet to maximise profitability.Build close and effective working relationships with a network of contacts with existing key or high-potential customers, in order to maximise new wins within current accounts.Working with the internal sales team and under own initiative, schedule and attend meetings with prospective and existing customers to develop new business opportunities.Using CRM and other tools as appropriate, manage a balanced pipeline through Lead, Deal, Quotation and closure stages.Manage relationships with key customers, monitoring their trading performance and ensuring no loss of business or under-recovery of revenue vs. profile quoted.Implement annual rate increases with key customers as above.Experience /Skills Minimum 3 years' experience within the logistics/transport sector.Strong sales skills (prospecting, qualifying, closing, networking and campaign management)Proven sales ability with historic success at exceeding new business targets and a high motivation to do so.Major account management, retention and renewal experience.Professional and effective communicator via all means and at all levels.Able to travel within designated territory and able to work with the minimum of

supervision. Microsoft proficiency (Excel, Word, Email, Power Point). Benefits Bonus Car Allowance Pension contributions

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