

Business Development Manager

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Company: World Courier (UK) Ltd

Location: United Kingdom

Category: other-general

Our team members are at the heart of everything we do. At Cencora, we are united in our responsibility to create healthier futures, and every person here is essential to us being able to deliver on that purpose. If you want to make a difference at the center of health, come join our innovative company and help us improve the lives of people and animals everywhere. Apply today!

What you will be doing

#INDWC

We're hiring dynamic Business Development Manager to join our Sales team in the UK. In this role, you'll be responsible for increasing top-line revenue growth and profitability by selling products and services towards new and some existing clients.

What you'll be doing :

PRIMARY DUTIES AND RESPONSIBILITIES:

Maintain and develop a positive and mutually beneficial business relationship to through evaluating and understanding market/client needs and requirements

Preserve and expand client database within your territory by actively using various customer sales methods; meetings, cold calling, presentations, trade shows, seminars etc.

Deliver agreed sales targets (revenue and activity) and outcomes within schedule

Promote the company's products/services with clients' objectives and requirements in mind

Drive business and growth primarily with new clients through various sales instruments;

meetings, cold calls, emails, events, seminars etc.

Proactively seek new business opportunities in the market and conduct research to identify new markets and needs

Follow up on all leads and opportunities generated through various channels (marketing)

Build long-term relationships with new and existing customers through a strategic and planned approach.

Create account plans and execute following these plans.

Present our company to potential clients & audience during tradeshow, seminars & events.

Attend internal meeting, sales events and training's to keep abreast of the latest developments

Address customer concerns and complaints and collaborate with internal departments to rectify.

Stay up-to-date with new products/services and new pricing/payment as well as newest developments in the market and new products or services of the own company as well as of the competition

Collaborate with internal teams (sales, OPS/CS, senior management, CGT, Commercial) to address customers' needs and to drive business opportunities.

Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Actively use and record all sales activities (meetings, calls, emails, leads, opportunities, events) in our CRM system Salesforce.

Accept queries from customers and writes offers with the support of BD team

Controls that agreement and accounts terms are met from both parties payment terms, tariffs and volumes.

The holder of this position must fulfill the obligations in such a way that:

all tasks are completed in a correct, timely, rapid and cost-efficient manner;

the general and specific sales-goals in regard to market-penetration, turnover and profit are reached.

the loyalty to the customer and company is maintained;

the image and the name-recognition of the corporation is strengthened in the region, and that the corporation acquires new customers.

Business Development Manager informs the Sub-Regional Sales & Marketing Manager in the following issues:

the effect of and resonance to advertising and marketing actions;

advertising by the competition;

Suggestions, advice on changes, and complaints by the customers;

Presentation of the company's service to customers;

Current offers and their chances of success

What your background should look like

MINIMUM SKILLS, KNOWLEDGE AND ABILITY REQUIREMENTS:

Fluency in English

Written and verbal communication skills

EXPERIENCE AND EDUCATIONAL REQUIREMENTS:

Proven working experience as a business development manager, sales executive or a relevant role

Highly motivated and target driven with a proven track record in sales

Understands important of and has no issues with cold calling

Proficiency in MS Office and CRM software (Salesforce)

Market knowledge (life science or logistics)

Communication and negotiation skills

Time management and planning skills

Advanced ability in building productive business relationships

Excellent selling, communication and negotiation skills

Ability to create and deliver presentations tailored to the audience needs

Familiarity with different sales techniques and pipeline management

What we offer:

Excellent Salary and company benefit package

Bonus - Sales Incentive Plan

Company Car Allowance

Private Health Care & Life Insurance Program

Pension Scheme - 6% employers matched contribution

An unique opportunity to work in a global purpose drive company and make an impact

What Cencora offers

We provide compensation, benefits, and resources that enable a highly inclusive culture and support our team members' ability to live with purpose every day. In addition to traditional offerings like medical, dental, and vision care, we also provide a comprehensive suite of benefits that focus on the physical, emotional, financial, and social aspects of wellness. This encompasses support for working families, which may include backup dependent care, adoption assistance, infertility coverage, family building support, behavioral health solutions, paid parental leave, and paid caregiver leave.

To encourage your personal growth, we also offer a variety of training programs, professional development resources, and opportunities to participate in mentorship programs, employee resource groups, volunteer activities, and much more.

Schedule

Full time

Affiliated Companies

Affiliated Companies: World Courier (UK) Ltd

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