

## Hygiene Sales Specialist - North

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Company: Lyreco Group

Location: United Kingdom

Category: other-general

At Lyreco we all share a common goal to strive for **passion, excellence, respect and agility** . We are proud to be the European leader and the third largest distributor of workplace products and services in the world

We are committed to the development of our employees and we aim to achieve that by creating a culture that inspires and empowers.

Are you seeking a new challenge? This offer might be for you!

As our Business Development Manager – Hygiene, your focus will be to work with our corporate sales teams to grow Hygiene product sales by developing existing and new customer opportunities. Training will also be a key aspect of the role in order to promote and grow the category within the existing sales community.

### **Business Development Manager Hygiene**

#### **Remote Role- North**

**Salary is dependent on evidence backed experience, +Commission, Company Car & Corporate benefits package which includes, Private Healthcare, Lifestyle Benefits etc. with excellent routes for career progression.**

**Hours of work - Monday-Friday 9am- 5.30pm.**

There is an exciting NEW ENERGY here at Lyreco and we are on the lookout for experienced, forward-thinking Business Development Managers

As a **Business Development Manager – Hygiene** , your focus will be to work with our corporate sales teams to grow Hygiene product sales by developing existing and new

customer opportunities. Training will also be a key aspect of the role to promote and grow the category within the existing sales community.

**As a Business Development Manager your responsibilities include:**

You will have a natural ability to analyse your customer base and identify likely Hygiene opportunities.

You will have solid experience in identifying new leads and prospecting, promoting your business and winning new accounts within the Hygiene sector.

You will be comfortable working in an autonomous environment and managing a hectic schedule.

You will have the 'human touch', being readily available to accompany, train and coach our existing Field Sales Teams.

You will have the ability to create proposals and present to customers.

**Person profile (skills/personality/communication):**

Previous Hygiene experience is essential.

Demonstrable background in sales

Performance and results.

You will have strong analytical and mathematical ability, with good commercial acumen.

Commands excellent communication skills, both verbal and written.

Ability to build trust, respect, and rapport quickly and at all levels.

You will hold a full and valid Driving Licence.

You will possess a good degree of computer literacy with strong Microsoft Excel and PowerPoint knowledge.

**Lyreco Benefits:**

Lyreco is a great place to work. We believe in fostering a culture that values our people and inspires each of us to be the best we can be. If you want to join a company that is packed with great energy, fun, and a place where you can accelerate your career, then

Lyreco is the right place for you!

Excellent Commission Structure

23 days holiday + BH

Company Pension

Private Medical Insurance (after completion of one years' service)

Life Assurance

Employee Assistance Programme

Company car specific to role

Cycle to Work Scheme

Retail Vouchers

Eye care vouchers

Discounted gym memberships

As a diverse and forward-thinking employer, we embed the principles of equality, diversity and inclusion into everything we do. That includes our staff, customers, suppliers and our local community.

We're committed to the wellbeing of all our staff and to the sustainability of our environment.

Agency CV's will not be accepted.

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#### **Cross References and Citations:**

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