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Recruitment Consultants

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Industrial Lubricant Business Development Managers (£40000 – £50000 basic plus benefits)

Hiring organization
Sundridge Search

Employment Type
Full-time

Industry
Lubricants

Job Location
United Kingdom, South East of England

Working Hours
Normal hours of work are 0900 to 1700, Monday to Friday with 1 hour break for lunch. You may be required to work outside these hours as necessary for the proper performance of your duties)

Base Salary
£ 40000 - £50000 - £ Plus OTE

Date posted
March 2, 2024

Description

Our client is searching for a South East based Business Development Manager.

This is a fantastic opportunity to work within a company who are investing heavily in building a truly international organisation.

The successful candidate will be responsible for growing revenue year on year through proactive targeted sales, together with maintaining and developing an existing customer portfolio. Working from home, you will be a focused and experienced professional responsible for all aspects of the sales cycle within your designated territory.

Responsibilities

- Identifying and actively developing prospective clients.
- Offer technical support to new and existing customers throughout the territory.
- Develop strong relationships to build a long-term customer/supplier partnership.
- Ensure all information is recorded on an appropriate CRM system.
- Manage all areas of the sales cycle to increase revenue within the territory.
- Liaise with customer support team to prepare technical proposals and quotations.

Qualifications

- Previous role in Technical Sales within an industrial environment is useful but not essential.
- Able to demonstrate a good level of IT skills.
- Good written & verbal communication skills.
- Energy, enthusiasm and self-motivation to meet personal and company goals.
- An ability to take ownership of tasks and problems to a conclusion.
- Self-motivation and the discipline to work alone out in the field as well as part of a growing team.
- A full UK driving license with at least 5 years experience.

Job Benefits

- £40000 to £50000 basic salary
- Good commission/bonus package on existing and new business.
- A suitable company car, laptop, mobile phone and PPE provided.
- A company credit card for business expenses.
- A company pension plan.
- 25 days paid holiday per year + public holidays.

Contacts

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