

Job Specification: Business Development Manager

Company: FAKRO GB

Location: Field-based, South-West

Department: External Sales

Reports to: Southern Regional Manager

Position Overview:

FAKRO GB, a leading manufacturer in the roof window and loft ladder industry, is seeking a dedicated and results-driven South-West Business Development Manager to join our dynamic sales team. This role will be key in managing and nurturing relationships with our customers based in the South-West of England, ensuring their current needs are met, in addition to driving business growth.

You will work in close collaboration with the Southern Regional Manager to ensure that the growth opportunities within the South-West region is maximised and new business opportunities are obtained.

Key Responsibilities:

- **Territory Management**
Develop and maintain strong relationships with customers in the South-West region, acting as the primary point of contact and ensuring high levels of customer satisfaction.
- **Revenue Growth**
Identify opportunities for the selling of FAKRO products, driving revenue growth within the South-West region.
- **New Business**
Identify and develop new business opportunities within the industry which will drive growth within the South-West region.
- **Market Analysis**
Monitor market trends and competitor activities to identify opportunities and threats within the South-West region.
- **CRM Activity**
Ensure that the CRM system is actively used and maintained.
- **Collaboration**
Work closely with marketing, sales, and customer service teams to ensure a cohesive approach to client needs and product offerings.
- **Training and Support**
Provide training and support to key clients regarding product knowledge and sales techniques.

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Qualifications:

- **Experience:**
3+ years of experience in an external sales, preferably within the building materials or construction industry.
- **Skills:**
 - Strong negotiation and communication skills.
 - Excellent interpersonal and relationship-building abilities.
 - Proficient in CRM software and Microsoft Office, Excel & PowerPoint.
 - Strong analytical skills.
 - Performance driven with a key desire to meet targets.
 - Have a full UK Driving Licence & Valid UK Passport.
- **Attributes:**
 - Self-motivated and results-oriented.
 - Strong organisational and time management skills.
 - Ability to work independently and as part of a team.
 - Positive attitude which motivates people around you.

What We Offer:

- Competitive salary and performance-based bonuses.
- Company Car
- Benefits Package
- Opportunities for professional development and career advancement.
- A dynamic working environment.
- Salary negotiable, based on experience.

Application Process:

Interested candidates should submit their CV and a cover letter outlining their qualifications and experience to lee.jones@fakrogb.com.