

Business Development Manager

The Opportunity

Pagets Builders Merchants are looking for a performance driven and self-motivated Business Development Manager who will proactively seek to increase the customer base and sales revenues of an already successful independent Builders Merchant.

The person should also be able to create links with other organisations such as architects and project specifiers in order to generate sales leads and ongoing partnerships.

This is a new role specifically created to help take the company through an exciting journey of growth and expansion.

The company has a very strong reputation in Sheffield and its surrounding area for its excellent service, including a delivery service which is second to none.

Key Goals

#1 To proactively approach potential customers to drive an increase in turnover with a target for new sales in excess of £300k per annum (within prescribed profit margin).

#2 To increase the geographical reach of Pagets customers within serviceable range for deliveries.

#3 To create strategic links with 3rd party organisations with a view to generating long term, recurring sales leads

#4 To increase the company profile within the area through networking, trade fairs and brand awareness.

Key responsibilities

- Communicate regularly with, and build business relationships with key personnel of your designated customer base
- Working together with the Branch Managers and internal sales team, to identify new sales opportunities
- Work as a team with Key Account Manager as necessary
- Follow all potential opportunities with customers
- Obtain new accounts and grow them to maximise their potential

- Maintain margin levels and increase where possible
- React to specific sales needs as outlined by the Commercial Director and/or Operations Director
- Support marketing and promotional activities within both the branch and field
- Ensure sales and profit targets are achieved
- Attend sales and other pre-arranged meetings as and when required
- Work with customers to assist with plans in the pipeline, in order to plan for the next project
- Responsible for assisting with credit control of new customers if required
- Leveraging business opportunities by generating a major project pipeline
- To identify business development opportunities with new customers & markets to grow profitable sales of our targeted product ranges.
- To work with the purchasing & sales teams to ensure we have the correct product proposition to service our core markets.

Who we're looking for

This role requires a confident and experienced salesperson who is used to putting themselves in front of customers and converting leads into confirmed sales.

Ideally the person would have builders merchant / building materials industry experience as this would help with making connections and quoting for complex orders.

The person should have an insight in to the construction sector, understand macro economic issues relating to the sector and be able to structure their time effectively and efficiently to maximise their impact on the business

Behaviours

As well as aligning with the company values, the successful candidate will have a number of shared behaviours with the rest of the team.

- A high level of emotional intelligence and a team player
- Hands on and commercial / strategic in their approach, putting Customers first.
- A positive and proactive mindset with organised application to managing time.
- A strong and effective communicator at all levels
- Able to identify opportunities and take necessary actions to maximise return from them whilst maintaining solid profit margins

Benefits:

- Competitive salary range (dependent upon skills and experience)
- Car allowance
- Training & Development Opportunities
- Generous holiday allowance 23 days plus stat.
- Profit related discretionary bonus scheme
- Simply health cash plan
- Pension
- Staff Discount in our Trade Store

Job Type: Full-time, Permanent

- Monday to Friday
- One Saturday per month