

Business Development Executive

DEPARTMENT: Customer Engagement Centre

ABOUT THE ROLE:

Numatic International: the proud UK home of Henry Vacuums and industry leaders in the manufacturing of commercial cleaning equipment; we supply our products to over 80 Countries Worldwide and have a strong client base in the UK. Recent events across the globe have created an opportunity for us to expand our product range with the design of new and enhanced commercial cleaners and sanitisers and to support and develop this we need to grow the Sales aspect of our Customer Engagement Centre and are now actively looking for inspirational, driven, and focussed individuals to join our Business Development Team. Working from our Chard Somerset HQ you will be providing your unique sales skills to compliment our Customer Engagement Team. Reaching out to our existing customer base this mainly outbound role will look to manage develop and grow each customer, focussing on value for money, sales opportunity and providing the support for our customers to grow with us.

This is a fantastic opportunity for someone who:

- Enjoys the sales thrill in a Contact Centre environment
- Enjoys working with a recognised brand
- Achieves targets
- Strives to continuously improve on the day before.

Your key responsibilities will include:

- Generating sales activity.
- Building trust and credibility with your accounts to maximise sales opportunity.
- Account Management- responsible for maintaining relationships with clients, and servicing accounts, responding to additional requests, updating product developments etc.
- Replying to inquiries from key and non-key target accounts, follow up on leads
- Participating in price negotiations and promotion of offers
- Working with colleagues to produce strategies regarding increasing business and engaging with new accounts

Essential Requirements:

- Two or three years working in a business development or sales role, preferably in a B2B environment.
- You have experience managing accounts and/or breaking into new ones
- Experience using a CRM system
- Ability to write well structured, professional, and commercially minded communications
- Ability to appropriately adapt your communication to your audience

SALARY: £30,000 + Bonus

Closing Date: 18th March 2024

How to apply: Please send your CV and Covering Letter to jobs@numatic.co.uk