

Business Development Manager - RBS

Department	Commercial - RBS	Location	South
Reports To	Commercial Manager - RBS	Direct reports	N/A

Job Purpose

The purpose of this role is to develop new and existing business and maintain firm relationships with customers, engineering consultants and specialist designers. Increase market share, sales turnover and profitability by achieving and exceeding set targets and ensuring that opportunities are created to have the company's products and services specified, purchased, and installed, whilst always endeavouring to promote the good reputation of the company.

Job Description

Key Responsibilities and Accountabilities

- 1) Manage and maintain the designated areas of responsibility through regular customer visits, daily contact and cold calling ensuring maximum opportunity potential.
- 2) Proactively follow up quotations, sales leads and enquiries
- 3) Present the company's products and services with enthusiasm, accuracy and in a professional manner
- 4) Utilise CRM system to compile and maintain customer call records
- 5) Prepare and attend monthly sales meetings and complete accurate sales forecasts as stipulated by the Commercial Manager
- 6) Present and maintain a professional approach, tidy appearance and follow relevant company procedure when representing the company
- 7) Prepare quotations in conjunction with the Purchasing and Engineering Departments providing customers with the information they need to incorporate the company's products or services into their general design and operation.
- 8) Learn and maintain a sufficient personal knowledge base to promote company's products
- 9) Attend trade fairs, exhibitions, seminars and other such events at the discretion of the company
- 10) Assist the Marketing Manager in developing and maintaining the customer database and other marketing information required to promote the company's products and services
- 11) Regularly check information sources and periodicals for potential sales opportunities
- 12) Work within a time frame that extends beyond the 'normal working day' on occasions where carrying out a 'Business Development' role is required, or any other duties deemed necessary by the Management Team.

Person Specification

	Essential	Desirable
Knowledge	Sound knowledge of MS office products	Familiar with CRM systems (ideally Salesforce)
Skills	Excellent Communication skills	
Experience	Experience with technical sales & a consultative approach; specification selling	Experience within Highways construction industry
Qualifications	At least 5 GCSE's grade 9-4 (A-C) or equivalent, including Maths & English	