



## **Business Development Manager**

**Flexible Base – UK Travel**

**£-attractive**

My client is a partner for some of Europe's leading manufacturers and provide a comprehensive and full range of innovative compactors, cardboard balers, shredders, wheelie bin compactors and liquid draining machines to some of Britain's biggest businesses. They now have exciting opportunities for sales people to join their technical sales team. This role would suit someone with Sales experience within a Balers / Compactors / Recycling environment however, this is not a prerequisite. If you do not have sales experience you must be able to demonstrate true passion for sales and have the ability to provide a consultative/technical sell to clients. Roles and responsibilities include but are not limited to; Securing and retaining new customers using sales techniques (sales & product training will be given); Making and attending customer appointments; Completing weekly/monthly progress reports; Managing own diary and prioritising accordingly; Regular communication with customers where required; Building strong business relationships with clients and colleagues; Staying up to date with product training and knowledge; Complying with company health and safety policies. The ideal candidate will have: Experience within a sales and a target driven role (ideally); Proven track record building and maintaining customer relationships (ideally); A real focus on increasing sales performance; A tech-savvy person who is well informed about modern technology (Ideally although training will be given); A strong work ethic and passion for developing performance; Excellent analytical, problem-solving skills with the ability to make effective decisions; Excellent communication skills, written and verbal; Energy and passion to contribute to business growth and share the journey; Hold a full UK manual driving licence.

**For full details, please email a copy of your CV to [rebecca@candovergreen.com](mailto:rebecca@candovergreen.com) quoting job ref: RB2437**

