

WE'RE HIRING

BUSINESS DEVELOPMENT MANAGER

OUTRIGGER PADS AND SPARE PARTS



LOCATION

The position will be UK based but geographically flexible with extensive travel a key requirement of the role

JOB TYPE

This is a full-time permanent position mainly working from home, reporting to Parts Manager.

SUMMARY OF THE ROLE

The field-based Business Development Manager will be responsible for identifying and securing new business opportunities for Outrigger/ spreader pads and access equipment spare parts across the UK. The ideal candidate will actively develop relationships with key clients within the construction, equipment rental and industrial sectors and work towards achieving sales growth. This role requires in depth product knowledge of outrigger pads and access equipment spare parts for which training will be given as well as a proven track record in B2B sales and account management.



KEY RESPONSIBILITIES

The Business Development Manager will be expected to proactively identify and target new business opportunities in relevant sectors such as crane hire, construction, equipment rental and industrial services.

Develop and execute a strategic sales plan to achieve and exceed sales targets within the UK.

Working closely with the marketing team to develop promotional strategies, campaigns and ideas for product promotion, whilst monitoring market trends, competitor activities and identify potential new markets for our products.

It is essential that the Business Development Manager can manage their diary in an effective geographical manor to ensure the best use of time and resource for client visits across the UK whilst providing technical support and product solutions to clients.

Hold a valid UK driving licence and a willingness to travel extensively within the UK is essential.



SKILLS

- Proactive, self-motivated and capable of working independently in a field-based role
- Proven track record in B2B sales
- Strong communication and negotiation skills
- Ability to build and maintain strong client relationships
- Good understanding of Microsoft office and CRM software

BENEFITS

- Salary with performance-based commission, Salary £35K OTE £50K
- Medium sized company vehicle
- Company pension scheme
- 25 days annual leave plus bank holidays
- Profit Related Pay scheme
- Potential for career advancement within our growing company



ABOUT ACCESS PLATFORM SALES

For an insight into our business please visit www.accessplatforms.co.uk

To apply, please submit your CV with a covering letter outlining your relevant experience to kevin.shadbolt@accessplatforms.co.uk

