

JOB DESCRIPTION



BUSINESS DEVELOPMENT MANAGER



OVERVIEW

The Interiors Division is a very busy department looking after the furniture requirements of small, medium and large clients who procure their office furniture through Commercial Interiors. Our aim is to create inspirational working environments.

We currently have a vacancy for an experienced Business Development Manager within our Interiors Division. The ideal candidate will have proven experience in building sales from new and existing business, ideally within the interiors industry. You will be confident, motivated and able to deliver results against activity and revenue targets We are looking for individuals who are passionate, enthusiastic and enjoy working as part of a friendly team!

WE WANT YOU TO...

- Actively contact new prospects
- Spearhead the sales strategy with the right profile of prospects who will add revenue and profit to the Commercial portfolio
- Project manage all large refurbishment projects and ensure they are rolled out successfully
- Increase profit and turnover of existing customers and identify spend leakage
- Build rapport and nurture customer relationships, ensuring client accounts remain profitable at all times
- Hold regular account reviews (minimum) quarterly and host site visits
- Produce relevant Management information so that spend, products and margin can be managed
- Use and maintain CRM
- Achieve realistic targets
- Provide solutions to customers' needs
- Ensure best practice is shared with both client and Procurement Consultants

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- Prepare quarterly business plan to be presented and signed off by Interior Sales Manager
- Prepare monthly progress report; showing results in all key areas.

YOU HAVE GOT...

- Previous industry experience within a sales/business development role
- Previous experience from an Interiors background
- Proven experience of meeting or exceeding targets
- Self-motivation
- Clear and effective communication skills
- The ability to build relationships and strong rapport building skills
- The ability to deal with a wide range of clients across a variety of sectors

WHY COMMERCIAL..?

- Competitive salary plus commission with a generous OTE
- Company car, laptop and mobile phone
- We all get a generous holiday allowance of 25 days plus bank holidays which increases with length of service
- A variety of training & Development programmes tailored to you
- Earn extra money if we hire your friends or family with our employee referral programme
- Want to get healthy? We have free fruit delivered for all staff! And our state of the art coffee machine will be sure to set you up for the day
- Looking for a little extra? You could get a day off for doing charity work and you might even get a treat on your birthday and work anniversary!
- A range of team and social events
- Cycle to work scheme, pension contributions, Employee support programme, Flexi time scheme and more