

Industry specialist in chemical cleaning and in the development of mobile treatment units is looking for a **Business Development Manager** for its UK subsidiary. After initial training, you will work in support to the Country Manager, to create opportunity **for developing the waste water mobile treatment unit business**. It will be home based with access to an office desk in Great Manchester region.

ROLE:

- Developing the business through the UK market with wastewater mobile treatment unit as a major target and generate net growth for the UK subsidiary
- Activating business network and professional social network/ representing the company during trade exhibition
- Managing a portfolio of prospects and maintaining periodical contact through telephone & email communication
- Prospecting new clients across the middle market and energy sectors through cold calls and warm leads (prospection plan will be jointly defined with the country manager)
- Reporting sales visits onto CRM and making sure of the relevance of the information
- Identifying potential clients and the decision makers within the client organisation
- Setting up and attend face to face meetings (understanding and qualifying client's needs and requirements)
- Once identified, writing technical and commercial offers with the support of the country manager
- Building up client relationships to maintain and develop business
- Reporting on weekly basis to the management
- Liaising with site to ensure technical and financial success of each project ordered: interface between the client's precise requirements and CTP field team (immediate reporting to country manager any operational or financial risk of potential drift).

PROFILE:

- Minimum of 3 years' Business Development/Sales experience preferably gained in industry waste water services or science orientated sector
- Technical / Industrial background (water treatment, or waste water treatment) would be a must
- Confident in selling to senior executives / engineers
- Strong communication skills, adept at building client relationships
- Good presentation skills
- Team player with good business sense, strong negotiation skills and a positive attitude.
- Clean driving licence

SALARY:

Between £30K-£35k/pa depending on experience + commissions (on Turnover and rentability objectives)

French Resources Ltd – 0845 519 1945 – info@french-resources.co.uk

Registered office: Heathmans House, 19 Heathmans Road, LONDON SW6 4TJ. Registered in England and Wales No. 6956655



Laptop and Smartphone
Car allowance