

Leading manufacturer of plaster fillers and adhesives for the B2B market is looking to increase its UK market share and therefore is recruiting an experienced **Business Development Manager**. This is a new role where the post holder will need to demonstrate autonomy, self-motivation, strong negotiation and good reporting skills. The Business Developer Manager will cover London and Greater London area. You will be reporting to the Export Director based in France.

The role will evolve to a Country Manager position for the right candidate.

ROLE :

- Defining and putting in place the commercial strategy in conjunction with HQ: marketing, advertising, promotions
- Sourcing quality leads by inquiring about a prospect's/client's needs and properly identifying appropriate solutions
- Managing a portfolio of prospects and maintaining periodical contact through visits, telephone & email communication
- Building up client relationships to maintain and develop business
- Visiting and developing existing clients (company brand and private label)
- Visiting building sites and demonstrating products
- Activating business network and professional social network/ representing the company during trade exhibition
- Reporting sales visits and activity weekly
- Monitoring competitors
- Liaising with the after-sales and administrative departments

PROFILE:

- Min 2 years' experience as a Business Development Manager, or Sales Manager for the building/construction industries, ideally selling similar products
- Previous experience in working for an international company will be a plus
- Proven experience in reaching targets and result-driven
- Being a self-starter, autonomous and having a sense of initiative are assets for this role
- Ability to work from home and to travel to France regularly
- French is a plus
- Clean driving licence
- Full training provided

SALARY:

C£30k and £35k basic + com
Company car
Laptop and mobile phone