

World leader in cellular stimulation with its technologies for health, beauty and well-being, our client is looking to increase its market share in the UK by recruiting a **Business Development Manager** for the London and South East area. Your role will be to develop a business development plan to target beauty and medical aesthetics professionals, meet potential clients and close deals. You will be working with an installer who will set-up the machine at your clients, and a trainer who will train the client. You will report to the UK Country Manager.

ROLE:

- Qualifying prospective clients and booking appointments
- Pursuing walk ins with potential clients if an opportunity arises
- Organising demos on existing clients' sites to new potential clients
- Presenting consumables and upselling when possible
- Proposing training and ways to finance the product
- Answering technical and practical questions, helping with after-sales when necessary
- Processing orders and liaising with the delivery company which is also in charge of setting up the product.
- Keeping the CRM updated
- Participating in conferences, seminars and professional trade fairs

PROFILE:

- Previous experience in B2B sales, ideally in the beauty industry
- Experience in generating leads and reaching targets
- Previous cold calling experience
- Strong communication including objection handling
- Excellent presentation
- Previous experience in selling financial services will be a plus
- Strong interests in health and beauty
- Self-starter with outgoing personality
- Clean driving licence

SALARY & BENEFITS:

- Between £30k and £35k/pa according to skills and experience + com (no threshold)
- Medical insurance, life insurance, pension
- Car allowance