

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.

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 3 years' experience as a Business Development Manager, or Sales Manager or Field Sales 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£35k-£38k basic + com

Company car

Laptop and mobile phone