

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 South-East of London and the region up to Brighton**. You will target beauty and medical aesthetics professionals, meet potential clients, close deals, and you will be able to offer leasing solutions. You will be working with an installer who will set-up the machine at your clients, and a trainer who will train the client. This is an excellent opportunity to work for a company with a strong product offer and very good rewards. You will report to the UK Country Manager.

#### **ROLE of the Business Development Manager:**

- 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, medical or well-being industry
- **OR previous experience selling finance solutions (ie, leasing) OR B2B experience in selling expensive devices (not car)**
- Experience in generating leads and reaching targets
- Strong communication skills including objection handling
- Excellent presentation
- **Strong interests in health and beauty if health and beauty are not your background**
- Self-starter with outgoing personality
- Clean driving licence

#### **SALARY & BENEFITS:**

- £50k basic/pa according to skills and experience + uncapped commission (no threshold), quarterly and annual bonus
- Medical insurance, life insurance, pension
- Car allowance