

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 to the South East regions (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:**

- Identifying new business prospects and scheduling appointments with premium beauty salons, consultants & clinics and any other relevant prospects.
- Delivering persuasive business presentations and successfully close deals.
- Collaborating with finance partners to secure leasing arrangements.
- Coordinating the installation of devices and organising customer training sessions.
- Providing comprehensive after-sales support as needed.
- Creating additional sales opportunities through cross-selling and upselling.
- Ensuring the CRM system is regularly updated and fully utilised to maintain an effective sales pipeline.
- Taking ownership of your territory and manage it effectively to maximise sales opportunities.
- Enhancing relationships with the existing customer base to strengthen and expanding business.
- Participating in conferences, seminars, and industry trade fairs.
- Staying abreast of industry trends, market developments, and competitor activities.

### **PROFILE:**

- Proven experience in B2B sales, including lead generation and target achievement, ideally from the beauty or cosmetics industry
- Or previous experience in selling capital equipment
- Experience in cold calling to generate leads.
- Positive and outgoing persona, coupled with a passion for the beauty industry.
- Strong negotiation skills and a persuasive, influential approach.
- Outstanding presentation and communication skills.
- Self-motivated, outgoing, resilient, and hardworking.
- Clean UK driving licence

### **SALARY & BENEFITS:**

- Up to £70k basic/pa according to skills and experience + uncapped commission (no threshold), quarterly and annual bonus
- Medical insurance, life insurance, pension
- Car allowance