

Our client is an international industry specialist in chemical cleaning and in the deployment of mobile treatment units. They are looking for a **Business Development Manager** to increase their market share in the UK to promote their service to the any industries which will need the treatment of their effluents. Their clients are mainly Oil & Gas, and they are targeting industries such as pharma, chemistry, paper mills, etc. It will be home based with access to an office desk in Great Manchester region.

Full training will be given

ROLE:

- Developing the business through the UK middle market and generate net growth for the branch
- Activating business network and professional social network/ representing the company during trade exhibition
- Managing a portfolio of prospects and maintaining periodical contact through telephone & email communication
- Prospecting new clients across the middle market and energy sectors through cold calls and warm leads
- Reporting sales visits onto CRM and making sure of the relevance of the information
- Identifying potential clients and the decision makers within the client organisation
- Setting up and attend face to face meetings (understanding and qualifying client's needs and requirements)
- Once identified, writing technical and commercial offers with the support of the country manager
- Building up client relationships to maintain and develop business
- Reporting on weekly basis to the management
- Liaising with site to ensure technical and financial success of each project: interface between the client's requirements and the field team
- Reporting to country manager any operational or financial risk of potential drift

PROFILE:

- Minimum of 5 years' Business Development/Sales experience preferably gained in industry services.
- Existing network in industries which need effluents temporary or permanent solutions
- Technical / Industrial background (water treatment, or industrial maintenance) would be a must
- Confident in selling to senior executives / engineers
- Strong communication skills, adept at building client relationships
- Good presentation skills
- Team player with good business sense, strong negotiation skills and a positive attitude.
- Clean driving licence

SALARY:

- £45k - £55k negotiable according to experience + commissions (on turnover and rentability objectives)
- Laptop and Smartphone
- Car allowance or company car

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