



Business Development Manager

Stertil UK Ltd, a leading Global manufacturer, supplier and installer of Industrial Door and Loading Bay Equipment and associated products have a unique opportunity for an experienced Business Development Manager to join its Stertil Stokvis UK Service Operation.

The position is for a Full-Time Business Development Manager with strong interpersonal and communication skills with a focus on organisation and exceptional multi-tasking capability.

The ideal candidate will have a minimum of 3-years sales experience within the UK Industrial Door and Loading Bay market including experience of cold calling, targeted telephone canvassing to create leads to secure face to face appointments. B2B sales, marketing and strategic analysis are important aspects of the position, along with exceptional negotiating skills and the ability to create lead generation and ultimately to successfully close deals. The position will focus on the strategic growth of the existing Stertil Stokvis UK service business to substantially improve its position and to become a market leader in the UK service sector.

Responsibilities

- Promote and secure new service contracts from regional to national level using effective selling and networking techniques.
- Seek to secure new refurbishment and repair opportunities with organisations that meet the financial criteria of the business.
- Identify new prospects within all assigned areas.
- Build and maintain relationships with all new customers and manage existing accounts under your remit.
- Understand target markets to introduce new clients to the Stertil Stokvis UK portfolio of products and services on offer.
- Possess a good understanding of our products and services, the competition and our position within the industry
- Liaise with our new equipment sales team to promote new equipment opportunities for all new customers.
- Follow the latest industry developments and stay up to date on all key competitors' activity.
- Reach the monthly, quarterly and annual financial objectives set by the business
- IT literate with sound knowledge of Microsoft word, Excel and Power-Point packages.
- Provide an end of month detailed report including all appointments and site visits made, number of pipeline quotes & values, maintenance agreements, refurbishments and repair activity
- Attend regular sales meetings and provide presentations on activity and territory targeting planning.

In return, we have on offer a highly competitive basic salary + commission, company vehicle from the approved list, laptop, mobile phone and tablet.

Please forward you CV to gevans@stertil.co.uk in the first instance.