



BRAKES GROUP

«Business Development Manager»

Contact information

Contact name	Brakes Group
Contact phone	0844 800 4900
Location	Scotland, Highland, Inverness Ness-Side

Job details

Salary	by agreement
Job type	Permanent

Requirements

The Person

The successful candidate will be an excellent ambassador for Woodward, highly adaptable and self motivated.

Driven by an entrepreneurial spirit you will be positively creative in coming up with new ideas and demonstrate strong communication skills. The ability to make a great first impression and likeable by those you meet is also a must. Integrity and the ability to be a team player are also key attributes for this role.

Knowledge, Skills, Experience:

Proven track record of profitable sales delivery

Demonstration of the effectiveness of the Brakes Sales process

Demonstrable knowledge of the market place

The capacity to interpret, understand and act upon financial data to achieve customer solutions

IT literate

Desirable:

Higher than average of new accounts opened and successfully trading

Job responsibilities

Build and maintain robust account pipelines to identify new sales opportunities, that will achieve and increase Sales turnover and gross profit

To devise and deliver customer business plan to maximise both customer and company growth

Ensure best commercial fit to customer and business

Maximise selling opportunities by analysis of customer need

To devise and deliver an effective working relationship plan with the Area Sales Managers, to maximise business growth

To proactively manage customer retention

Ensure a smooth transition to the assigned Area Sales Manager

Accurate completion of area sales administration

To maintain competitor awareness

To contribute to the Regional Plan

To maintain and develop knowledge of product offering