



TEKNOS

Business Development Manager

Job description

We are looking for Business Development Manager to join our friendly, proactive and growing team. This is a superb opportunity for a self motivated person with experience of selling to and managing Decorator Merchants. This role initially covers the whole of the UK.

As a Business Development Manager your role will be to on board and manage Decorators Merchants selling Teknos coatings products. To increase the sales of Teknos paints in your region and build key customer relationships. You will work closely with existing clients to ensure customer satisfaction and advise them on solutions and products that meet or predict their future needs. After the initial training period, 80% of time will be spent on the road in front of customers.

Reporting to the Managing Director, you will work closely with the Internal Sales Service team to provide first class customer service by responding to all customer enquiries professionally and within the agreed timescales.

Preferred Experience

- 2-4 years of sales or stores operations experience with demonstrated customer service acumen business related field or equivalent work experience
- Previous coatings experience
- Working knowledge of Microsoft Office 365 - Salesforce and Internet applications desired but not essential
- Must possess a valid Driver's License with no more than 6 points
- Ability to analyse territory performance reports and develop sales plans
- Ability to calculate discounts and profit associated with selling price; to take measurements and calculate surface area associated with making product volume estimates.
- Previous experience specifying would be preferred

The right person will enjoy dealing and communicating with customers while remaining commercially astute. At Teknos we value team players who work in an open and honest manner and find creative solutions for customers.

Benefits Include:

25 Days Holiday
Company Car
Non-Contractual Bonus
Pension
DIS & PHI

Mid-Senior level, full-time

All applicants should apply with a full CV to Michelle Alcock at mca@teknos.co.uk

Closing date for applications 28th February 2018