

business development manager

Key Responsibilities

- Define, implement and manage a business development strategy for products to be sold within your given territory
- Identify commercial sales leads and present OCHRE products and services to them
- Proactively grow sales in line with set monthly and annual targets
- Generate sales quotations and provide technical information to clients
- Attend and follow up on all appropriate trade shows
- Build and maintain good working relationships with new contacts
- Follow up on business opportunities and set up meetings
- Plan, prepare and execute product presentations to new clients
- Communicate new product developments and products to existing and prospective clients
- Provide management with periodic feedback through regular reporting, including sales vs Plan, meetings schedule, client management, industry and market forces
- Ensure the client database is kept up to date on a regular basis

General

- Adhere to all established company process procedures and administrative requirements
- Organise and manage personal workload and in an efficient and timely manner
- Always act in the best interests of OCHRE at all times
- Attend networking events that are relevant to the development of the business
- Carry out other duties as reasonably requested by the management team from time to time

Qualities

- Competent user of Microsoft Office – especially Excel and Outlook, CRM and MailChimp
- Strong business sense – motivated by target achievement
- Positive attitude and works well in a small team
- Excellent client facing and presentation skills both at home and abroad
- Financial planning and reporting analysis
- Strategy development
- Marketing awareness and application
- Persuasive with strong negotiation skills
- Initiative

A basic salary of between £35,000-£40,000 with an attractive commission structure will be offered to the successful candidate. Please apply with a CV and covering letter to careers@ochre.net