

FAAC (UK) LIMITED

Job Specification

Position:	Business Development Manager - Access Automation
Reporting to:	National Sales Manager
Objectives:	The primary responsibility is to find new businesses and develop them into long-term repeat customers to be managed by our Internal Sales and Support team
Region:	London and South East

We are hiring a business development manager for our London and South East region. The primary responsibility of the role is to seek out new businesses within the region and develop them into a long-term repeat customer, to be managed by our internal sales and support team. To excel in this role, you should have and a hunger to chase and close new business from your own leads, and some inbound warm leads, be an active listener and have a self-motivated sales personality.

As a business development manager for the FAAC Group, you will identify new business opportunities in our target markets within the London and South East region. You will be responsible for generating these opportunities to deliver increasing revenue, at the required profitability and help grow the business.

This role will involve strategic planning and positioning of the company's products in the appropriate sectors, increasing the regions turnover and profitability, and strengthening our market awareness.

Main Duties

- Research and identify new business opportunities - including new markets, growth areas, partnerships, existing smaller customers and other supplementary markets
- Re-generate and develop smaller customers from the company's existing database
- Develop a business relationship with the appropriate contact/s in these organisations
- Generate a pipeline of leads and contact prospective customers
- Have a good understanding of the businesses' products or services and be able to advise others about them
- Successfully negotiate pricing with customers in line with corporate procedures, preparing quotes and proposals for clients.
- Conduct productive meetings with customers/prospects face to face or over phone/video
- Have a good understanding of your customers' needs and be able to deliver an effective response with a plan of how to meet these
- Think strategically, understand the bigger picture of the FAAC Group, ensure colleagues throughout the organisation are on board with the development of new customers, and assist with the introduction and smooth transitions through to sales support
- Work closely with the Marketing Department and develop the business sales campaigns and marketing strategy for the region.
- Seek ways of improving the way the region operates, with aims and objectives in order to develop and improve the business
- Actively monitor the trends and changes in the Access Automation market whilst continually having an understanding of our position against our competitors
- Carry out sales forecasts and analysis as required and present your findings to senior management/directors at regular meetings

What to Expect

While the role will require frequent travel for face-to-face meetings with customers and other business opportunities, all other times the role will be office based, in order to make use of the training, demonstration and sales facilities at our head office in Basingstoke.

Working in an office environment will provide direct access to the finance team, warehousing and logistics departments, all considered essential in the development of this new business

Depending on the type of business/customer, overnight travel may be required.

Requirements

- Industry knowledge of Access Automation, gates, barrier, bollards or doors is essential
- Tenacity and drive to seek out new business and meet or exceed targets
- The ability to motivate yourself and set your own goals and objectives
- An excellent telephone manner for making initial contact, interpersonal skills for building and developing relationships with clients
- Written and verbal communication skills for communicating with a range of people, both internally and externally, as well as presentation skills for video or webinar meetings
- IT skills, including the use of Microsoft Office and at least one CRM package
- Preferred location, all South London and West London post codes
- Comply at all times with company policies and procedures.
- Support the company in its maintenance of quality standards.
- Promote and protect the company's image and good reputation at all times.
- Fulfil any other duties and responsibilities, after consultation, which may be determined from time to time.

All enquiries and applications to Sue Hirdle

sue.hirdle@faacgroup.com

Applications to be received by Friday 03rd September 2021