

JOB VACANCY: BUSINESS DEVELOPMENT MANAGER

We have an exciting new job opportunity for a Business Development Manager to act as sales lead for the Polymers' business, retaining and developing existing clients, identifying new business opportunities and converting these into profitable business.

LOCATION: Salford

WORKING HOURS: 37.5 hours per week, 08:00 - 16:00, Monday to Friday.

CONTRACT TYPE: Permanent

KEY RESPONSIBILITIES:

- Generate leads and cold call prospective customers. Develop and manage a robust sales pipeline to identify opportunities that can be converted into sales.
- Nurture and develop relationships with Axion's customers, applying a robust client relationship management strategy that's focussed on retention and growth to protect our existing client portfolio from competitive attack.
- Work closely with the Salford Operations' team to develop opportunities in target markets and ensure any new product enquiries are developed in a timely manner and to customer requirements.
- Attend face-to-face meetings with clients.
- Provide specialist advice on Axion recycled polymer products.
- Provide customers with detailed and accurate quotations, creating compelling proposals in order to win business.
- Negotiate pricing with clients in line with internal guidelines.
- Provide the Axion and S. Norton business with accurate forecasts of anticipated sales volumes and prices.
- Handle customer complaints as and when they arise, liaising with operational teams to ensure queries and complaints are resolved in a timely manner.
- Attend monthly sales and CRM meetings, providing the business with regular sales activity reports and sales pipeline analysis.
- Engage with sectors and customers to gather market and customer intel to anticipate potential business opportunities and implement actions that will position Axion with differentiated advantage.
- Any other duties as required by the Line Manager.
- Ensure S Norton Group's values of Safety, Drive, Innovation, Integrity, Resourceful and Respect are always followed.

REQUIRED QUALIFICATIONS/EXPERIENCE/COMPETENCIES

- Demonstrable experience of negotiating new business in the UK's recycled polymers' market
- Excellent communication skills, both written and verbal
- Analytical, organised with excellent attention to detail
- High level of resilience and the ability to handle rejection well
- Excellent interpersonal skills and the ability to flourish in a competitive industry
- A great sense of self-motivation, ambition and determination

- Ability to achieve desired results both individually and as a part of a team
- Excellent presentation and negotiation skills
- Proficient in using Microsoft office suite particularly Word, Excel and PowerPoint
- Full, clean driving licence

APPLICATIONS:

Please register your interest by emailing Oonagh Kavanagh, Group Commercial Manager (oonagh.kavanagh@s-norton.com)

Alternatively, please post your covering letter and CV to:

Oonagh Kavanagh, S Norton, Bankfield House, Regent Road, Liverpool L20 8RQ

POSTED: JANUARY 2024.

NO AGENCIES PLEASE.