

## Job Description

<b>Job Title</b>	Business Development Manager
<b>Reports to</b>	Business Development Director

We are seeking an experienced, successful Business Development Manager to achieve annual GP and sales growth targets and to identify and land new high potential key account customers for a leading distributor of construction site supplies.

Reporting to the Business Development Director, the Business Development Manager will join OnSite Support, a growing, family-run business supplying the construction industry nationwide. As a company, we have an annual turnover of approximately £13m and plans for high growth to £20m by 2020. This role has the potential to influence success and for the right person strong potential for development and advancement.

OnSite Support is a leading expert in construction safety and site support, with a focus on customer service. The successful candidate would be expected to share and demonstrate the following values, which form an integral part of the company culture:

- We care about people
- We are positive and helpful
- We go the extra mile
- We are committed to learning and innovation
- We strive for excellence

### Responsibilities:

- Research prospective accounts in target markets
- Pursue new business opportunities, identify and build relationships with senior-level decision makers
- Demonstrate the service proposition and advantages of working with OnSite Support
- Create opportunities to trial OnSite Support's service
- Build support across the organisation to negotiate and secure long-term commercial agreements
- Work with Marketing, Finance and Group Technical Manager to focus on new customers, analyse value alignment, financial stability, credit status and building tender documentation

- Work with Marketing to develop campaigns to secure access to decision makers in new prospect organisations

**Skills & Experience:**

- A proven performer with a track record of delivering results in a service-led industry through acquisition of high-profile, high-value accounts
- Member of a relevant professional body e.g. The Institute of Sales & Marketing Management or evidence of advanced selling skills training (e.g. SPIN, PSS, Challenger)
- Knowledge of the Construction Industry preferred
- A strategic thinker able to evidence the devising and execution of a range of strategies to open accounts
- Degree level or equivalent
- Experience of managing Sales budgeting and forecasting processes; evidence of SOP and Annual Business Planning

This is an exciting opportunity for an ambitious and successful Business Development Manager to join this leading supplier to the construction sector. Competitive salary and benefits including private healthcare, on site gym and free lunch.