



INTERNALLY & EXTERNALLY ADVERTISED

Business Development Executive – Full Time - Permanent

Description

The Business Development Executive will generate new business for SAM by targeting prospect customers and will have an underpinning ability to closely coordinate activity between the marketing and sales teams.

We are the leading manufacturer of MDF Architectural Mouldings in the UK and Ireland, an exciting new position has arisen for a Business Development Executive to join our European Quality Award winning team.

(Field based with regular travelling across Ireland 4 days per week with Office time on a Friday)

Overview

An exciting opportunity has arisen for a confident and ambitious Business Development Executive to join our expanding team. We are offering excellent opportunities for a career-driven sales and marketing focused individual to establish a promising career with an established and ever-growing product offering.

Key to this role will be the ability to communicate the benefits of a combined product portfolio to key decision makers within the construction industry, helping them to acknowledge a need for SAM products, making SAM the brand of choice and influencing them through the sales cycle so that they become a satisfied repeat customer.

Day-to-day

The Business Development Executive will generate new business for SAM by targeting prospect customers and will have an underpinning ability to closely coordinate activity between the marketing and sales teams.

For this role we are seeking a confident and persuasive sales and marketing professional with prior experience promoting and selling product solutions as well as a proven track record of exceeding targets. Experience within the construction industry would be advantageous but not essential.

Essential Criteria

- At least 5 GCSE grades A-C including English and Maths
- Experience in creating presentations and writing external reports
- Experience of proactively generating leads
- An understanding of the sales process or experience within a sales support role
- Excellent client relationship management skills
- Willing to travel around Ireland



- Proficiency in using Word, Excel, PowerPoint and databases / CRM systems
- Able to communicate and converse effectively with senior management
- Full, clean driving licence

Desired Criteria

- Experience working within the building industry would be a distinct advantage
- A business related qualification such as an HND or Degree
- Experience using the Acumatica CRM System or equivalent
- Experience with journey planning

Skills

- Excellent communication skills with stakeholders at all levels
- Excellent presentation skills
- Excellent organisation and time management skills
- Enthusiastic, ambitious and confident
- Thorough and motivated
- Focussed, output driven and able to meet targets on a regular basis
- Personable, professional and flexible with high levels of probity and integrity.

You can look forward to a competitive salary, Group Personal Pension Scheme, Group Life Assurance Benefit, and Company Bonus Schemes.

To Apply

Please forward CV and completed monitoring form before the closing date of 12pm on Friday 29th April 2016