

The Company

This is a great opportunity to join a rapidly growing respiratory products manufacturer looking for a Business Development Manager to continue the growth of the business. This position will work closely with and report to the Sales Director.

The Role

- Promote and sell company products, explaining the features and benefits to customers.
- Build own knowledge about company products and services
- Reach out to potential customer leads through calls and emails.
- Identify potential new projects for product development where market opportunity exists.
- Carry out sales forecasts/ analysis and present findings to senior management.
- Approaching new customers, opening new distribution points and maximising revenue from existing accounts.
- Research and identify new business opportunities (new markets, trends, customers, products and services)
- Establish, develop and maintain positive relationships.
- Represent customers and ensure customer satisfaction
- Deliver sales targets and outcomes by agreed deadlines
- Coordinate sales activities with team members and other departments.
- Raise the company profile by attending exhibitions.

The Candidate

- 3+ years of experience in PPE industry & more specifically respiratory protection equipment with a proven sales track record.
- A Bachelor's Degree desired
- Good organisational skills
- Computer Proficiency
- Excellent Customer Service, Client Relationships & Financial Skills
- Exceptional written and verbal communication
- The ability to work collaboratively as part of a team
- Fit2Fit Accredited desired